THE CANNED GOODS TRADE

An Independent Journal of the Canning AND Allied Industries

THE CANNED GOODS AUTHORITY OF THE WORLD.

VOL. XXVII. BALTIMORE, OCTOBER 28, 1904. NO. 10.

STEADY PRICES ON CANS MEAN

STEADY PRICES ON CANNED GOODS.

American Can Company

NEW YORK:
BOWLING GREEN BUILDING.

BALTIMORE, MD.
BOSTON AND HUDSON STREETS.

PRINCIPAL OFFICES:

CHICAGO, ILL.
MERCHANTS' LOAN & TRUST BLDG.

SAN FRANCISCO, CAL.
209-221 MISSION STREET.

SCOTT'S ROTARY KNIFE

PEACH and APPLE PARER

The First and Only Machine made that will do Perfect Work.

Write us for prices on

Pea and Tomato Machinery

and Supplies in general.

TRAYLESS GANG POWER TOMATO FILLER,

Bucklin Pulp Finishing Machine,

Perfection Power Cranes,

Hand Cranes,

Process Kettles,

Crates,

Foot Power Tomato Fillers,

FLOOR TRUCKS,

REPAIRS

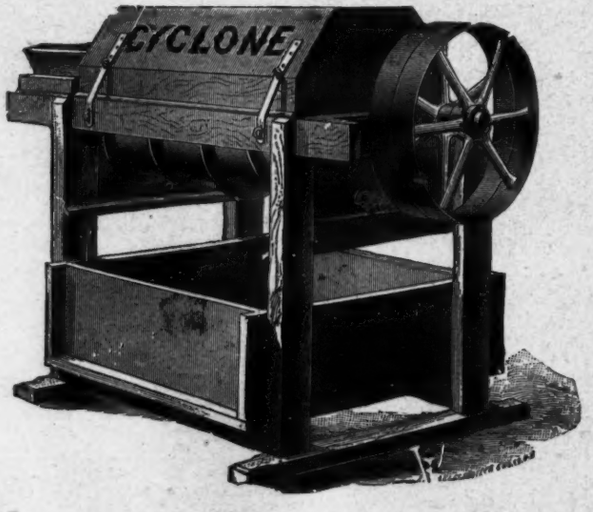
FOR BUCKLIN CYCLONE PULP MACHINE, &c.

Cyclone Pulp Machine.

BUCKLIN'S

CYCLONE PULP AND PUMPKIN MACHINE

Will reduce any fruit or vegetable to a fine pulp, and will extract all the pulp from tomato skins, leaving it entirely free from skins and seeds. Does its work very rapidly and absolutely without waste. Continuous in action—self cleaning.



SINCLAIR SCOTT COMPANY,

MANUFACTURERS OF

Canning House Machinery

Baltimore, Md.

POPE TIN PLATE COMPANY,

CHARLES E. POPE,
PRESIDENT AND MANAGER OF SALES.

OFFICES:
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WORKS:
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Capacity, 700,000 Boxes Per Annum.

Special Attention to Orders from Canners and Can Manufacturers.

A QUALITY OF EXTRA SOFT AND WELL COATED PLATE MAINTAINED.

BUSINESS SOLICITED.

OYSTER STEAM BOXES

OYSTER CARS
OYSTER MEASURES

PROCESS KETTLES
PROCESS CAGES

POWER CRANES, Etc.

H. COTTINGHAM,

504 E. Fayette St., Baltimore, Md.

STEWARD'S

Sanitary Can.

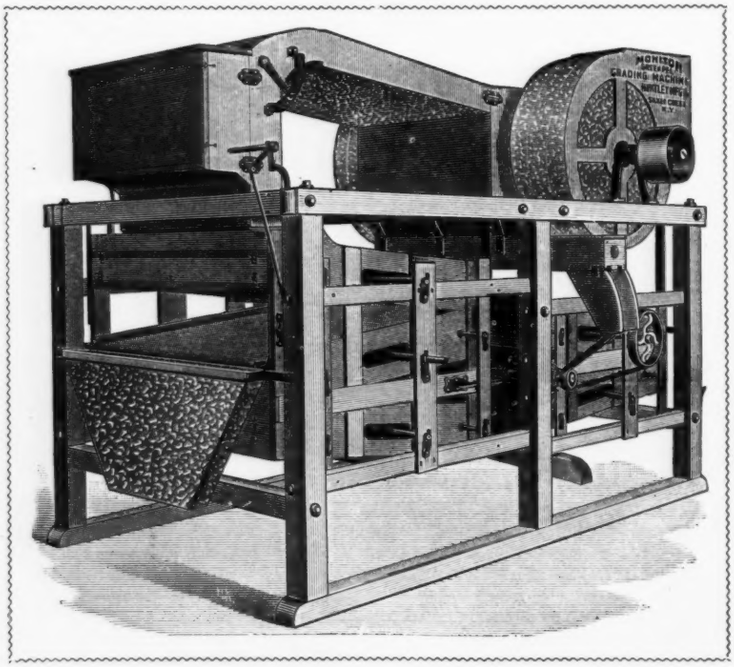
By using our system you get as near the natural flavor as possible.

SAFE FOR ANY ONE TO USE. *CHEAPER TOO.*

L & J. A. STEWARD,

Rutland, Vermont.

The Monitor Green Pea Grader



is one of the famous Monitor line. In its separations it makes six distinct grades or classifications.

The grading is commercially correct, absolutely uniform and cannot be equalled by any other device or machine made.

The Monitor line includes

CREEN PEA GRADERS,
GREEN PEA CLEANERS,
STRING BEAN FILLERS,
AND BEAN CUTTERS.

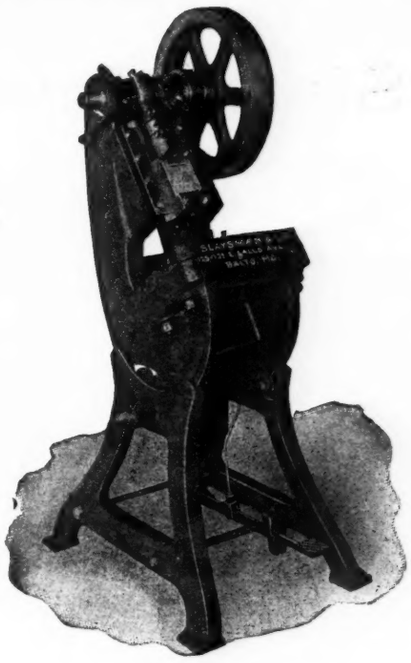
Write for Catalogue.

Huntley Manufacturing Co.,

SILVER CREEK, N. Y.

"Slaysman" Inclinable Top and Bottom Press

No. 3 A.



This illustration represents the general style and appearance of the No. 3 A Power Press in an Inclinable position. It is the best Top and Bottom Power Press on the market. All Bearings are reamed and scraped.

WRITE FOR PRICES AND DISCOUNTS.

SLAYSMAN & COMPANY,

Factory: ***125-127 East Falls Avenue.*** Office and Salesrooms: ***200 West Falls Avenue.***

BALTIMORE, MD.

PINEAPPLE MACHINERY

Built By

E. J. LEWIS, - - - Middleport, N. Y.

This is a SAMPLE of the duplicate orders we receive.

Via Commercial Pacific,
Honolulu, Feb., 3, 1904.

Lewis,
Middleport, N. Y.

Make four peelers like previous order, letter follows.

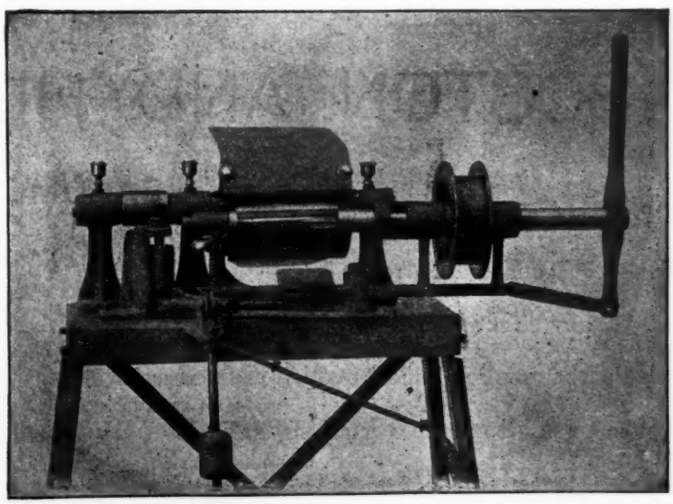
Hawaiian Pine Apple Co.

We also build the best line of

Can Making Machinery,

that is on the market. Capacity 12,000 in ten hours.

We also build String Bean Cutters. Write for Prices.



Pineapple Peeling Machine.

Patented Nov., 14th, 1893

Capacity 4,000 to 5,000 in 10 Hours.

Steady Prices on Cans mean

Steady Prices on Canned Goods.

AMERICAN CAN COMPANY.

DEPARTMENT PACKERS' CANS.

SOUTHERN DIVISION

BOSTON AND HUDSON STREETS,

BALTIMORE, MD.

To our Friends and Patrons:

Our facilities for supplying the trade with the best make of Cans are practically unlimited. This insures the quick shipments which are necessary during the rush of the packing season. We invite your correspondence on all matters pertaining to Packers' Cans, and you can depend upon your inquiries and orders receiving our best attention. It shall be our endeavor to give you a better Can and better service than you have ever received before.

Yours truly,

AMERICAN CAN COMPANY.

STANDARD OIL CO'S **TIN CAN OIL** is used by 95 per cent. of the CANNING TRADE. Why? Because it is best and cheapest, and is for sale everywhere by Tank Wagon, in Barrels or Iron Drums.

Address Nearest Tank Station or BALTIMORE, MD.

BALTIMORE, FRIDAY, OCTOBER 28, 1904

STEADY PRICES ON CANS MEAN

STEADY PRICES ON CANNED GOODS.

American Can Company.

SOUTHERN DIVISION

BOSTON & HUDSON STREETS.

C. & P. Telephones Mt. Vernon 3620, 3621, 3622.
Maryland " Windsor 435, 436, 437.

BALTIMORE

Quick Shipments. Best Goods.

Weekly Review

Of the Canned Goods Situation. Market Reports.
Conditions and Changes. Outlook.

The temperature is steadily changing from what was like Indian Summer, to the white frost season, and yet is not severe enough to cause the destruction of all plant-life. We are, however, in the midst of the fall of the sere and yellow leaf, and the earth is heavily carpeted with what was erstwhile upon the limbs of the trees.

Whether it is the election effect or not we are certainly feeling in the severest way what is usually attributed to bad times preceding the Presidential election. Of course this may have nothing to do with such a condition but it is almost impossible to believe that it has not.

Brokers report that there is virtually nothing doing, that business is in a very bad way in all canned goods lines, and the trend of prices in staples endorses their opinion.

Before we have another issue, however, the oyster dredging season will have opened and the packers will have an opportunity to get busy on this important item, at least in this section, if they can get the bivalves. Meantime we are at liberty to attribute the general condition of trade either to the approaching election or to financial conditions. There are those who point out that in the ordinary course of events a financial era, not to say panic, was due in this year 1904, but that it has not been to the interests of the controlling powers, who have their hands upon the daily press and their feet upon the financial values of the country, to allow this to be known, and it was also to the interests of the political managers to make an item of it. But these parties also point out that Europe has been suffering badly this summer from the effect of just such financial conditions.

On the continent of Europe the business situation has been very bad and even in England it has been felt acutely. This has been blamed in some degree upon the high price of cotton, with attention called to the fact that New England alone has not been suffering from the high figure of this staple, but that Old England has suffered more than New England in this respect.

It should be noted also that the English brokers are complaining that foreign countries are dumping vast amounts of iron

and steel, both finished and unfinished, upon the British shores, and they even go so far as to say that the old country will soon have to face the question of excluding this competition by means of a high tariff, as labor is suffering badly from this action.

We believe, however, that business of all kinds will greatly pick up after the election, no matter which way it goes; as the American people are both optimistic and pessimistic. Being very sensitive they foresee danger which does not develop, and the greater portion of the country being yet very young, the result is always hopeful beyond what is justified.

At present canned goods values are suffering from what we have all along termed the apathy of buyers. Thus tomatoes, which may be called the principal staple of the industry, are today just one-half the price they were twenty-five years ago; and yet the demand is probably 25 times as heavy as it was in those days. In other words where they sold for $1.25 per dozen in the largest blocks to the greatest jobbers in the year 1879, they are selling to-day in any kind of wholesale lots at 62½ cents. It is not long now, however, to wait for the election to demonstrate whether or not the inference of the unsettled condition of the average mind is due to this quadrennial cause. The 8th of November, which will have passed by the time we issue two editions from date is not far off, and it is well to live in hope that with the turn of that time the dullness of business will have visibly departed.

There appears to be little or no change whatever in canned goods quotations, neither here nor in the New York market. In the latter the only variation we note is an advance of 5 cents in the price of standard No. 3 peaches.

In this market, standard sugar corn, No. 2 Harford County style, is quoted at 60c.; dry packed at 75c., and extras at 85c.

Some little packing of cove oysters has been done in this city. It has been of excellent stock, being altogether of tonged oysters. Ten ounce oysters are quoted at $1.40; 5 oz., 90c., and 4 oz. at 82½c. for new packed.

Peas.—Early June peas are quoted for No. 2 standards at 75c., and seconds at 60c.; extras 85c., sifted 90 to $1.00, and extra sifted $1.25 to $1.75. Marrowfat peas are quoted at 70c. for white standards and 60c. for seconds.

Pineapples.—Still hold their regular quotations. Standard No. 2 not E. & C. 90c., being the same quotation as for eyeless and coreless; extras $1.20, grated No. 2 extras $1.75; No. 3 pie grated in water 70 c.; in syrup 75c.; gallon pie grated in water $2.00, in syrup $2.10.

Tomatoes.—Latest quotations place No. 3 standards at 65 to 67½c. and brokers say that it is difficult to locate any so-called No. 3 standards at 62½c. No. 3 seconds are, however, quoted at 62½c.; No. 3 extras at 95c., gallon standards at $1.95.

Tin Cans.—The market is full of rumors of sudden demoralization in the prices of cans, and not without cause, as a reduction has been made by the American Co. in prices of all sizes of cans, and the quotation is now: No. 1, $10; No 2 S. H., $13; No. 2 P. H., $13.50; No. 3, $17; No. 3 Jersey, $18, and Gallons, $42.50, all per 1,000.

The independent companies have met these prices and are selling all sizes of cans at 50c. per 1,000 less than the above figures, with the exception of gallon cans, which they offer at $40, a cut of $2.50.

Pig-Tin.—There is no considerable variation to quote in regard to pig tin but it is evident from foreign reports that the controlling powers of Hongkong and London are preparing for a bull movement in pig tin, which is expected to materialize in about three months which is about he time new canning operations will open. There is a slight decline this week, however, in quotations, amounting to about 25 to 30c. decline on the ton. No alterations are made in the quotations of lead, and can and canners metals may be found on their regular page.

STEADY PRICES ON CANS MEAN STEADY PRICES FOR CANNED GOODS.

American Can Company,

BOWLING GREEN BUILDING,

NEW YORK.

Sales Office For Territory Including New York, New Jersey and New England.

New York Market

Reported by Special Correspondent. Market Conditions, Changes and Outlook.

Dealers in this market can find little fault with conditions during the month now closing. While relatively small sale; have been reported from day to day, the aggregate has been sufficient to satisfy most handlers. Substantially every variety has felt the impetus of increased demand, and movement has included nearly everything offered. At present actual sales are not so numerous, but there is free movement in deliveries on contracts and the quantity of goods in transit is large. Jobbers are now busy supplying the demands of retailers who are getting in their stocks for the coming fall and winter business. This movement has increased steadily during the past two weeks or so, and will shortly reach its height. Brokers get few orders excepting such as are the result of especial bargains or the sudden development of unexpected wants not covered by existing contracts.

Tomatoes.—The local demand from jobbers which has been a prominent feature of the local market has declined during the week, has apparently been satisfied. For the past few days there it little additional business has been done. The improvement in the tone of he Southern market, which arose from this demand, is maintained. There is still buying from the West and Canada, and really desirable stock of standard grade cannot be bought below 62½c., f. o. b. factory, while in some instances 65c., f. o. b., has been paid. There are fewer rejections and the market appears to be getting into better shape.

Peas.—There is considerable movement of good standard early Junes at 60 to 65c. and sellers are finding little difficulty in securing buyers at this figure. Several large blocks have changed hands during the past week, in addition to a large number of smaller sales.

Corn.—The market is quiet but prices are firm. No new developments are reported in the matter of output. About 70 per cent will be delivered in both Maine and New York. Buyers are apparently little interested and there is no pressure to sell in any quarter.

Peaches.—Very few are obtainable, excepting when bought with an assortment of other fruits, and even then packers allow only a small percentage. The supply in California was never so light as this season. Southern goods are reported as becoming scarce in the primary market and the tendency of prices on what remains is upward.

Pears.—A very good demand for Southern stock is reported at 60c., f. o. b., for standard 2s and 55c. for seconds. Small fruits scarce and prices are quiet.

Blackberries. — Supplies of Southern stock are becoming scrace and prices are firm.

Salmon.—Little demand is noted for red Alaska. Several car lots have been sold at $1.17½ for outside brands on the spot, and the same price is quoted in Oregon, due to arrive via the Cape in November. Pink is selling moderately at 80 to 85c. as to brand and quantity. The market is firm with an upward tendency.

Sardines.—The market is unsettled as a result of severe competition. Quotations range from $2.75 to $2.90, f. o. b. Eastport, for keyless quarter-oils. Buyers are showing little interest, their requirements for the present, at least, having been satisfied.

HUDSON.

Thomaston, Me., is about to add another new industry to her list. It will be an up-to-date canning factory operated by the J. C. Cushing Company. Work is rapidly progressing on the plant and it is expected that it will be in running order soon. This plant is to can all kinds of fish, clams, lobsters, vegetables and sardines, and will employ from forty to fifty hands.

STEADY PRICES FOR CANS MEAN STEADY PRICES ON CANNED GOODS.

American Can Company,

CHICAGO.

Sales Office for all States Between Ohio and Utah, inclusive.

CORRESPONDENCE.

Baltimore, October 22nd, 1904.

Gentlemen:—

We report the market as follows:

Tomatoes.—There continues to be a good big inquiry for No. 3 Standard Tomatoes, and buying this week, as compared with last, shows considerable improvement. 62½ct. tomatoes are gradually being cleaned up, and while we could probably still pick up a few desirable lots at this figure in the county yet they are not so easy to buy now as they were a week or two ago. The market shows no decided change as yet, but the very low prices on tomatoes may sooner or later result in stimulating enough buying to change the situation decidedly.

Oysters.—A few oysters have been packed in Baltimore this week, and we can quote you for immediate shipment, 4 oz. at 82½c.; 5 oz. at 90c., and lunch at $1.05 per dozen.

Peaches.—There is a good demand for the different grades, especially Standards. We can still buy No. 3 second yellows at $1.10; whites at $1.05 per dozen.

Sauer Kraut.—We can quote you for delivery in about 10 days No. 3 Standard Sauer Kraut at 60c, per dozen. regular, f. o. b. Baltimore. For immediate delivery the price is 62½ to 65c. per dozen.

Corn.—There is no change in the market. We are placing our orders for Harford County Standard Corn at 55c. per dozen. In Maine Style, we have some excellent lots at 72½c. per dozen, less 1½%, f. o. b. factory.

Market.—General trade is satisfactory. We are getting a large number of orders for assorted carloads of goods. There are no very large individual orders being placed, but enough small orders coming in to make up quite a large volume of business in the aggregate.

Yours truly,

THOS. G. CRANWELL & CO.

Aberdeen, Md., October 22nd, 1904.

Gentlemen:—

Tomatoes.—Final report of season's output by Maryland and Delaware tomato factories now at hand, confirm previous estimates as to the present season's work as compared with packing of 1902 and 1903 from the same factories. These final reports show such material reduction below output of the past two seasons as would be sufficient, under ordinary circumstances, to promptly affect the market toward higher figures. In the face of a carry-over from last season, which is variously estimated at from 1,500,000 to 2,500,000 cases, there is not the improvement noticeable that should otherwise follow, nor is it likely in our judgment, of any permanent improvement to the market taking place until the uncomfortable "carry-over" still remaining in first, second and third hands shall have been reduced. Demand this week has been as good as last week, and no better. Purchases continue to be made with reference to nearby wants only, and until the position of the market will change and and thereby induce greater confidence in operating, it is hardly likely, that buying will be or any more extended range than it has been the past two weeks. It is possible that from a statisical standpoint the market's position is uncalled for. However that may be, experience has time and again demonstrated that the tomato market, like the plant itself, is not amenable to the ordinary and customary "ways and means" of "men and things." Therefore, the terms of the market, regardless of statistical or other factors, will undoubtedly in the future, as in he past, be as irresponsible and uncertain. It is quite natural, therefore, that such waywardness and utter lack of responsibility should not only receive greater attention to induce efforts looking to it being properly checked and guided in the ways of decorum and propriety. To this end all interested in this important item of the canning industry, grower, packer, commission merchant, jobber and retailer, will welcome the movement now reported on foot to endow with a million dollars as a starter, a comfortable "Home for the Friendless" tomato. This is what he tomato wants and needs. We are not informed whether plans and specifications so far have been approved. We trust, however, that it may be fitted with all the latest conveniences, and that there may be express elevators, rubber tired, ball bearing, without any of the unpleasant double-back action, which the market has gone through so often in the past. Of this no more anon. Closing quotations for the week show no important change over those of a week ago. Good marks of strictly standard 3s are normally 65c., f. o. b. factory, with fancy stock for buyer's label bringing more money. Gallons and 2s continue in light demand, with former quotations practically unchanged.

Corn.—Demand for the week while not covering the wide range which it did last week, has yet continued sufficiently good, especially for choice marks, to keep quotations in good shape.

Yours truly,

STRASBAUGH-STECKEL-HEWITT CO.

THIS SPACE IS RESERVED
FOR FAMOUS
NEVER-SLIP SOLDER.

Good Judgment has Accorded Never-Slip Solder the Highest Verdict.

COMMON SENSE

then should cause you to

RESERVE YOUR ORDER
FOR

E. M. LANG CO.,

New York Office,
16-18 Exchange Place,
W. B. DOUGLAS, Agent.

Portland, Me., U.S.A.

Jobbers' Views

Conditions as Observed by Leading Grocer Journals of Various Sections and Their Comments.

BOSTON.

We have very few changes to note in the canned goods market. Salmon are a little firmer on the coast.

Tomatoes are unchanged. Peas are about the same. There are no changes in canned corn, except on real fancy grades, which are hard to obtain, and all held at advanced prices.

Lima beans have advanced a little on account of the advance in raw material. While the prices of canned clams remain the same, they are very scarce. In fruits, lemon cling peaches are very scarce, also pears, prices having advanced quite materially during the past ten days.—*New England Grocer.*

CHICAGO.

Tomatoes.—Reports from the South continue to note a selling pressure but this it is reported is mainly in evidence on the lower grades.

Canned Fruits.—Outside the strong feature shown in all offerings of peaches and apricots there is little of interest presented. Pineapple is steady but quiet. Gallon apples is steady in tone and there is little improvement.

Canned Fish.—Firmness in pink salmon continues a feature. Spot offerings are contiued light. Red Alaska talls are unchanged and quiet. A little inquiry is reported for Chinooks but supplies are light. There is a shade more interest in new pack of oysters.

Sardines are easy and dull. Several private advices from the East port state that the stormy weather of the past week interfered with the packing considerably but in spite of the drawbacks the total pack will be in excess of that of last season. The pack this year from all indications will be larger than that of last season but there will be no carryovers of consequence as the consumption demand has taken the goods fairly freely. There remains only about six weeks of packing and this portion of the season is usually so rough that little can be done. We do not look for much increase in the pack from now on.—*Grocers' Criterion.*

NEW YORK.

Tomatoes are improved in tone owing to a decrease in the number of rejections of deliveries on contracts. Buyers have entered the market in order to cover the deficiencies caused by the rejections, and in consequence there has been a very fair busines in standard No. 3s at 62½c., f. o. b. Baltimore, and bids of 60c. have been refused for some off-standard No. 3s. Peas are quiet and offerings of low grades are free, but market is steady. Beans are in good supply and quiet. Corn is being more freely offered; the pack seems to have been full, everywhere except in Maine and a few districts in this State. Maryland corn of desirable quality is still being secured to cover shortages in the pack elsewhere. Western corn is quiet. Peaches and apricots continue firm. At Baltimore higher prices for peaches are asked and freely paid. Blackberries in Baltimore are growing scarce and gallon apples are steady. In the salmon market there is little doing except in pink fish for Southern shipment. Pink salmon is under good control with an upward tendency, sales having been made at 85c. per dozen. Red salmon is dull. In Liverpool there is a good demand for salmon and a firm tone. In the Columbia River the run of silverside salmon has been phenomenally large.—*Merchants' Review.*

PHILADELPHIA.

There has been no change in the price of canned tomatoes during the week. The market is no better and no worse. The tendency, however, is still weak. There is no demand in the East, though there is some from the West. Corn has been fairly active during the week, chiefly on better grades which have taken freely at full prices. There have also been some offerings of Western corn on about the same basis as Maryland brands. Peas are very dull and prices are unchanged. Maryland peaches are almost cleaned up. Standard grades are about 10 cents per dozen above the price prevailing thirty days ago, and seconds about 5 cents. The demand is fair. California canned goods are unchanged, with nothing special offering from California at present.—*Grocery World.*

MONTREAL.

Great interest is being taken in the maintenance of high prices in both corn and tomatoes, new crop. Canned salmon has called for a better inquiry, principally the Alaska grade. There is a tendency towards an advance. All reports from the French sardine fisheries are still anything but satisfactory, and as the fishing practically closes at the end of October there can be very little hope of an improvement in the position. Occasionally catches are made up to the middle of November, but these late fish are undesirable, the flesh being dry and lacking in flavor. Whatever the October results may be, it is certain that the larger sizes of tins will

FOR YOUR

CATSUP AND JELLY

you ought to use only

"AMALIE" BRAND

COLORS

They create a natural color effect, and are extremely economical in use . . . .

Preserving Salts

FOR

Tomato and Fruit Pulps

of the best obtainable quality.

Soldering Flux

that is always reliable.

German-American Chemical Works,

L. SONNEBORN SONS,

801-809 S. Wolfe Street,
BALTIMORE.

102 S. Commercial Street,
ST. LOUIS.

281 Pearl Street,
NEW YORK.

be in very short supply throughout the season. Anything like normal prices need not be expected. Canned meats are in good demand. In fruits the spot trade is quiet. Considerable trade is being done, however, for forward delivery, and prices are hardening, based on the reports of probable short crops in certain varieties of fruit.

TORONTO.

Interest in the outcome of new tomatoes and corn continues keen. The new pack in both these articles is coming slowly, and in certain quarters supplies are very scarce. They are moving to the hands of the retail trade, however, as soon as they are received from the packers. The pack was practically over on October 15, corn being estimated at 70 per cent, and tomatoes at 55 per cent. of the average crop. This department of the canned goods trade has been congested within the past month, and the conditions prevailing in the canneries are not at all extraordinary.

The demand for canned fruit has been confined to raspberries, strawberries, peaches and apples; for which a brisk market will not set in much before Christmas.

Salmon deliveries are also late, not being closed even yet. On account of car shipments being delayed, considerable difficulty and delay is being experienced in filling orders to inland points. Sales are confined to deliveries on account of orders taken ahead, by the time these are filled the wholesale trade does not expect to have much left to offer. Other lines of canned fish are firmly held, while sales of canned and potted meats are falling off as usual at this season.—*Canadian Grocer.*

LONDON, ENGLAND.

Salmon.—A good trade has been done in half flats both on the spot and to arrive at full rates, but otherwise business has been small, although the market from Fraser River and Alaska keeps firm.

Lobsters.— There is no fresh feature in this market, but prices are very firm for fine quality, stocks of which are almost exhausted.

Sardines.—Business this week has been of small dimensions, but prices are without change. The few fish being caught on the Portuguese coast continue to run large according to reports received. The *Herrera* has brought 2,454 cases, and the *Lusitania* 2,569 cases, the *Bravo* 1,486 cases, the *Navarre* 2,764 cases, the last two named to Liverpool, and the *Ville de Nante* 2,294 cases to Newhaven.

Meats.—There is no change to report in this market, although there is a very good business passing.

Fruits are inactive but firm. Pines go off steadily. The arrivals include the *Moyune* with 3,683 cases pines.

LIVERPOOL.

Salmon.—Enquiry continues steady, and prices for the better qualities are higher than last week. Half-pounds are in particular request, and sales have been put through for new season's Jan.-Feb. delivery at substantial advances on current prices.

Sardines.—More enquiry, and prices are inclined to stiffen in consequence of the scarcity of Portuguese fish suitable for grocery purposes.

Fruits quiet. Pineapples are a little easier.

Tomatoes slightly better.

Rabbits continue in good demand, and the comparatively low prices ruling today are occasioning considerable enquiry.—*Grocers' Gazette.*

England's Food Laws.

American preservers will read with interest the account of the prosecution of a party selling jam which contained 5% apple pulp. The apple pulp is not injurius to health, yet even in so small a quantity as 5%, it comes under the ban of Engand's laws, though in the case cited below, the accused escaped punishment.

In the London Grocers' Gazette was published a short report of a case in which Mr. C. H. Read, grocer, of New Rents, Ashford, England, was summoned for selling strawberry jam and apricot jam, both adulterated with five per cent of apple pulp, on July 9, at Ashford. Evidence of the purchase having been given, Mr. Travers Humphreys, barrister, of London, for the defence, without calling witnesses, proceeded to argue that the certificate (taking first the case of the strawberry jam) was invalid. He contended that it was bad, first, because the analyst stated that the sample was one of adulterated strawberry jam, when it was his business to state what were the component parts of the article, and not to assume that it had been sold as strawberry jam. Jam not being a natural product, like milk, but a manufactured article, it was not possible, he contended, to describe it in the way the analyst had adopted. The mixture, for all he knew, might have been sold as apple pulp, and therefore, instead of being strawberry adulterated with apple, it might have been more correctly described as "apple pulp adulterated with strawberry." Mr. Humphreys quoted cases in support of his contention that the analyst should have simply declared what it was that he had dealt with. The second point raised was based upon the fact that whereas the form of certificate required in the case of articles liable to decomposition a statement as to whether or not ony change had taken place that would interfere with the analysis, no notice had been taken of this requirement in the certificate produced. Cases were also quoted in support of this point, and the magistrates upheld Mr. Humphrey's contentions, and dismissed both summonses.

PACKERS' CANS.

Greenwood, Ind., Jan., 1st, 1904.

Wheeling Can Company, Wheeling, W. Va.

Dear Sirs:—With reference to the six and one-half million cans purchased of you this last season will say that the cans have given entire satisfaction in every respect. We have no claims at all on three pounds and out of 250,000 two-pound tomato cans we have just 127 leaks, which is certainly a very good record. With the exception of the first few car loads of two-pounds turned out by your factory the rest of our two-pounds were first class. We consider this record for the first year's operation of your plant very fine indeed.

Yours truly,
J. T. POLK COMPANY.

Circleville, Ohio, Dec., 18th, 1903.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—In reply to yours of the 16th inst., with reference to our experience with your cans during the season of 1903, we beg to state that we were entirely satisfied with them in every respect. Your cans work nicely, were neat in appearance, and deliveries were prompt and careful. Wishing you a happy and prosperous New Year, we are,

Yours respectfully,
THE SCIOTO CANNING CO.

S. P. Deeds, Secretary.

Eureka, Ill., Dec., 1903.

The Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—Answering your valued favor of the 16th inst., we take pleasure in stating that we have used a little over a million of your 2-lb. cans the past season and consider them fully as satisfactory as any we have ever used. We also used a car or two of 3-lb., and they gave the same uniform satisfaction. Your treatment was most attentive and we are well satisfied with the season's business. Wishing you continued success, we remain.

Yours very truly,
DICKINSON & CO.

Toledo, Ohio, Dec., 28th 1903.

Wheeling Can Co., Wheeling, W. Va.,

Gentlemen:—We had the pleasure of purchasing our 3-lb cans from you last season. We say pleasure, for the reason that it is a pleasure to be able to purchase cans that are strictly first class and entirely satisfactory nowadays when so many manufacturers are putting out inferior cans. We wish to assure you we will not close for next season until we receive quotations from you.

Very truly yours,
THE INTERNATIONAL CANNING CO.

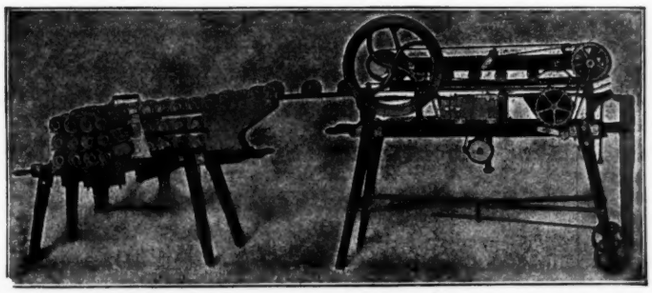
WRITE FOR PRICES BEFORE BUYING.

Wheeling Can Company,

OLIVER J. JOHNSON, Manager.

Formerly With Sprague Canning Machinery Co., and Union Can Co.

WHEELING = = = WEST VIRGINIA.



The Knapp Labeler and Boxer

Do Not Disappoint.

Lots in that brother! We are constantly selling machines where other devices have not proven satisfactory. We lease where customers prefer.

Have you thought much about having your labeling done neatly, quickly and at the lowest possible cost? It's the only way. Write us now.

BERGER, CARTER & CO.
PACIFIC COAST DEALERS,
150 Beale Street,
SAN FRANCISCO, CAL.

The Fred H. Knapp Co.

80 WABASH AVENUE——————CHICAGO.

HOHMANN & MAURER MFG. CO. ROCHESTER, N.Y.

Ask for Catalogue No. 5.

There is absolutely no way to determine the value and reliability of a Thermometer before purchasing.

Therefore, the reputation of the manufacturer is of the utmost importance. Ours is and has been for nearly a quarter of a century, the best; it will bear the closest investigation.

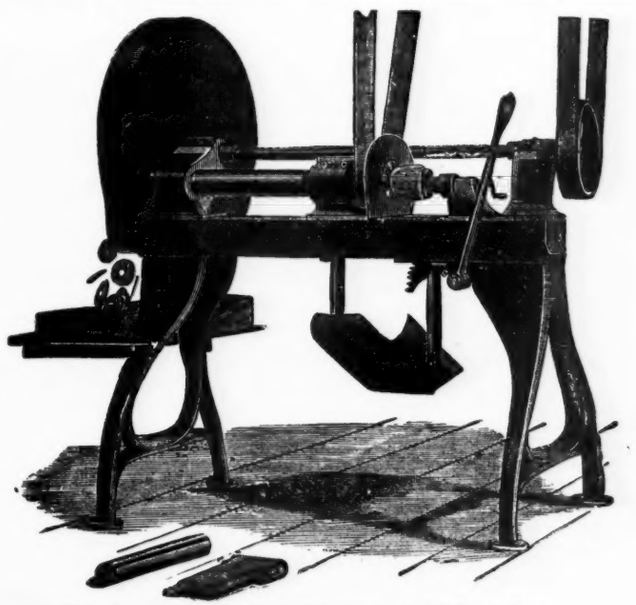
HOHMANN & MAURER MFG. CO.,
ROCHESTER, N. Y.

New York. London, Eng. Chicago.

George W. Zastrow,

MECHANICAL ENGINEER,

1404 to 1410 Thames St., Baltimore, Md.



Zastrow's Patent Pineapple Machine.

This machine has recently been put upon the market, and has proven a perfect success. It not only does more work than any other machine of its kind in use, but turns out a better and more marketable article. It is the only machine of its kind that produces a finished slice that will go into a can-hole without breaking. It cores the apple and withdraws the core, splits the apple half through the diameter, sizes it to required diameter to suit the can, and slices it to suitable thickness before leaving the machine. The capacity of the machine with one man and a boy to operate it is from 5,000 to 7,000, and with the use of an additional man will do from 7,000 to 12,000 per day.

We also manufacture a Pineapple Corer, which cores accurety, to work in conjunction with above machine. These machines will also segment the apple into two, three and six sections, and slice these sections if desired.

A COMPLETE COURSE IN CANNING.

Being a Thorough Exposition of the Best Practical, Scientific Methods of Hermetically Sealing Food Products in the Fruit and Vegetable Line

By an Expert Processor and Chemist.

Copyrighted by THE TRADE COMPANY, 1904

IN order to complete the list in the canned goods lines, we give herewith the formulæ for some few more "specialties" which, however, are gaining every year in the number of packers putting them up. Rhubarb particularly might be greatly increased in its pack, for there is a universal demand for it, and it can be used the year round.

DANDELION GREENS.

Gather the leaves before the plant blossoms, wash well and crisp in cold water; blanch 3 minutes in boiling water, place in cans, and hot dip in brine (salt 1½ lbs., water 12½ gals.). Cap, tip and process at 240 degrees, 2-lb. cans 30 minutes, 3-lb. cans 40 minutes; at 212 degrees, 2-lb. cans 60 minutes, 3-lb. cans 75 minutes.

ENDIVE.

Handle and process same as dandelion.

KALE.

Wash well in cold water to free from sand and dirt, pick out all dead leaves, blanch in boiling water 5 minutes, chop fine, fill in cans and hot dip in brine (salt 2 lbs., water 12½ gals.). Cap,, tip and process 3-lb. cans 20 minutes at 240 degrees.

MUSHROOMS.

Have the mushrooms as freshly gathered as possible and of even size, wash to free from dirt, peel and throw in bath containing 1½ ozs. Sulphite of Soda and 12½ gals. water. Blanch 3 to 4 minutes in a bath of water 12½ gals., salt 5 lbs., Citric Acid 1 oz.; place in cans, hot dip in brine (salt 2 lbs., water 12½ gals.) Cap, tip and process at 240 degrees, 1-lb. cans 10 minutes; 2-lb. cans 12 minutes.

POKE STALKS.

Select stalks not over 4 inches long, and showing but a single tuft of leaves at the top. Wash and crisp in cold water, tie in bundles and blanch 2 minutes in bath containing salt ¾ lb., water 12½ gals. Place in side opening cans, fill with briue (2½ lbs. salt, 12½ gals. water). Solder lids and exhaust 2-lb. cans 9 minutes, 3-lb. cans 10 minutes. Tip and process at 240 degrees, 2-lb. cans 25 minutes, 3-lb. cans 30 minutes.

RHUBARB.

Wash in cold water, cut in pieces 1 to 1½ inches long, place in cans, hot dip in water, cap, tip and process at 240 degrees, 3-lb. cans 5 minutes, gallon cans 12 minutes; at 212 degrees 3-lb. cans 15 minutes, gallon cans 25 minutes.

SALSIFY.

Wash and scrape the roots; as soon as scraped, throw in a bath containing 1 oz. Sulphite of Soda in 12½ gals. water. Blanch 5 minutes in boiling water, place in cans and hot dip in brine (salt 2 lbs., water 12½ gals.). Cap, tip and process 2-lb. cans 40 minutes at 240 degrees.

BAKED BEANS.

It is cerainly not necessary to give any kind of an introduction to this article. But it is interesting to note what an immense growth the packing of baked beans has attained. Before the article was taken up by canned goods packers, its use was limited to certain sections of the country, mainly, in fact wholly, in New England, and from this circumstance the dish derived its name —Boston baked beans. As on instance of this origin a story is told and attributed to the late Senator Hoar, of Massachusetts, of two Southerners, the first of whom had but recently returned from a trip through New England. Said the first man from Dixie to his friend:

"You know those little, white, round beans?"

"Yes," replied his friend, "the kind we feed to our horses?"

"The very same. Well, do you know, sir, that in Boston the enlightened citizens take those little, white, round beans, boil them for three or four hours, mix with them molasses and I know not what other ingredients, bake them, and then—what do you suppose they then do with the beans?"

"They——"

"They eat 'em, sir!" interrupted the first Southerner impressively. "Bless me, sir, they eat 'em!"

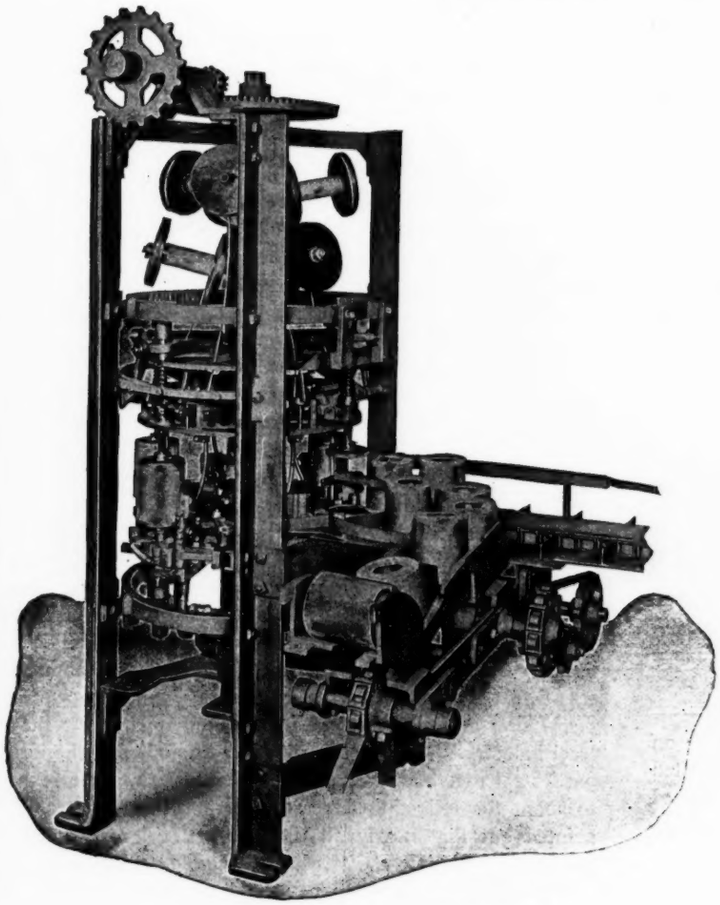
Beans were so cheap and so easily prepared in any kitchen that when canned goods packers first took them, the idea was laughed at, as few could see where the cost of the can could be gotten from them. To-day they represent probably the most extensively packed article in canned goods, and the end is not yet.

But there is no question whatever that the great growth of the business is due to the amount of advertising done by the packers of this article. They did not sit down to allow the market to make itself, but called the consuming public's attention by every known method to their goods and the usefulness of them and they have reaped the reward of their work.

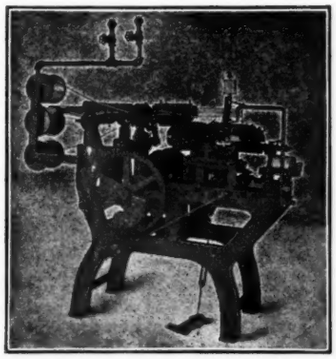
The success of this article and the manner of obtaining this success should serve as an inspiration to packers in other lines with other goods, for certainly there are a number of articles now put up in cans on a small scale, as we have pointed out during the course of these articles, that could be greatly increased, possibly to the extent that baked beans have, if the packers of them would bring them before the public, educate the public to the use of the canned article in the same manner as the baked bean packers have done.

Baked beans are classed among the winter packed goods, and their handling is not easy. Like many other articles, they turn out very poor unless they are well packed. It might truly be said there is no room for a poor quality of baked beans. Unless the packer makes up his mind to put up a standard or better grade of baked beans he had better not touch them, for he is almost certain to lose money. There are goods in the canner's line that it pays to pack as seconds, because there is a certain demand which cannot be supplied by standards because of the prices, but not so with baked beans. The old condition of cheap dried beans and their preparation in every kitchen still holds, and seconds or worse than seconds, in the generally accepted term and understanding of seconds, will not overcome the condition.

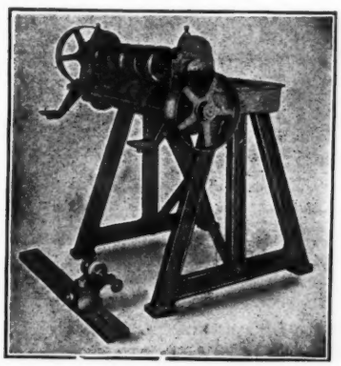
Automatic Can Making Machinery.



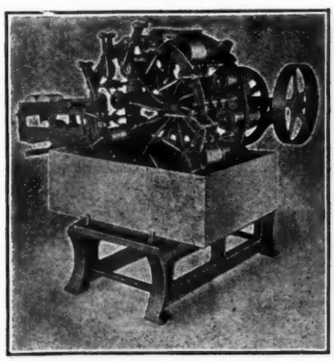
AUTOMATIC CAN FLOATER.



AUTOMATIC SEAMING MACHINE.



BODY SLITTER.



AUTOMATIC CAN TESTER.

ALSO

Ballard Pea Filler,
Stevens Tomato Filler,
"King" Tomato Filler.

Send for New Catalogue No. 10.

AYARS MACHINE COMPANY,

SALEM, NEW JERSEY.

THE TRADE.

PUBLISHED EVERY FRIDAY BY

THE TRADE COMPANY.

INCORPORATED.

E. S. JUDGE, - - - - - - President and Managing Editor.
A. I. JUDGE, - - - - - - Secty.-Treas., Asst. Editor.

Office: No. 5 West Pratt St., Baltimore, Md.

THE TRADE is the *only* paper published exclusively in the interest of the *Canned Goods Packers* of the United States and Canada. Established in 1878.

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All subscriptions not ordered discontinued are considered to be renewed, and bills will be sent for same.

Postage stamps above the denomination of 2c. are not wanted in remittances.

Packers are invited and requested to use the columns of THE TRADE for inquiries and discussions on all matters among themselves pertaining to their business.

Business communications from all sections are desired, but anonymous letters will be ignored. E. S. JUDGE, Managing Editor.

Entered at the Postoffice, Baltimore, Md., as second-class mail matter.

BALTIMORE, FRIDAY, OCTOBER 28, 1904.

We are in receipt of what we consider a circular letter on what appears to be an extremely important matter. It is dated Aberdeen, Md., October 21st, 1904; emanates from the office of Strausbaugh-Steckel-Hewitt Co., and is signed H. P. Strasbaugh. Its caption is "The Friendless Tomato Cannot Be Pensioned by the Paltry Sum of One Million Dollars."

It is as follows:

This would be too much like gathering all tools and paraphernalia together to build a "trunk line," without first arranging finances for "right of way" and completing the enterprise.

That evils exist in the canning and marketing of this essential commodity, is beyond question, both from the standpoint of packer and jobber, but nothing short of a Ten Million Dollar combine would have any influence worthy of effort.

Why this should and could not be brought about is scarcely a question, for today we have one of the most important industries of some of the most important states in the Union (as reported by one writer) "in the balance."

Under present conditions, the tomato packers purchase their supplies from organizations properly systematized in a businesslike manner.

The majority sell their product through irregular channels and according to anything by systematized methods, with one end in view, viz.: "Convert goods into cash regardless of cost."

With disorganization following organization, it is self evident as to who suffers, and quite naturally packer, jobber, commission merchant, broker and consumer, and all directly or indirectly connected with the disorganization are not excepted.

Let all who have felt these ill effects from this disorganized, but all-important industry, stop, look, listen and then act, and with judicious management of ten to fifteen million dollars, a combination can be formed that will be a blessing, instead of a curse, to all who are so vitally interested.

With sufficient capital, the industry could be put in the prosperous column. We would not have periods of "over-production and depression," and qualities would be graded to satisfy the epicure.

One million would be as "brass," but ten or fifteen millions would bring about a consummation devoutly to be wished.

Very truly yours,

H. P. STRASBAUGH.

We presume copies of this circular letter have been sent to many influential, interested parties; and believing such we think it our duty to give special attention to it.

This is undoubtedly an extremely important matter, and requires considerable thought and attention as there are matters pertaining to it which will not appear at all on the surface. We do not mean by that remark that there is any ulterior purpose actuating the promoters of what might be called a tomato trust but we mean the internal difficulties that lie in the way of at all taking care of the tomato pack. Naturally, in the history of tomato canning, this is not an entirely new proposition, and there is some very important history in relation to it.

We remember having had considerable to do with a movement of the same kind, either eighteen or nineteen years ago, when Harford County, Md., was in the very glory of its domination as the great tomato packing section. Under the influence of the rapid multiplication of tomato canneries in that county the pack of canned tomatoes was very greatly augmented; and to such an extent and so suddenly that there was great danger of the destruction of value in these goods. Under those conditions something had to be done, and a movement was set on foot looking to a commercial way of meeting the difficulty. At that time tomato canning had not yet gone West, and New Jersey and Maryland were the main packers of this article. It should also be remembered that in those days the Baltimore supply men furnished the Harford County packer with nearly everything he needed, upon the basis of payment as the pack was sold. This made the Harford County packers the steady creditors of the can manufacturers, box makers, label men, and other supply manufacturers of Baltimore City, and it is a fact that these farmers up in the county got everything they needed on credit, giving their notes for four and six months and sometimes longer in the transaction. When it became evident that large amounts of tomatoes would be thrown upon the Fall market so as to be able to meet the vast quantities of notes coming due, it was seen that a large portion of the pack would be sacrified far below first cost, and this meant impending ruin for the whole local industry. To meet this difficulty a number of the interested parties got together and discussed the situation, and a proposition to about the following effect was made in the matter. It was pointed out that nearly all the Harford County packers were creditors of Baltimore City, that the vast quantity of their goods would pass into consumption through agencies in Baltimore and that therefore, it was natural that Baltimore City should make some effort to prevent the impending ruin that was in the sky over Harford County. It was first suggested that an effort be made to obtain subscribers to a very large fund to purchase a vast amount of the Harford County tomatoes, there being the belief that the country would consume them before another pack was on. But his proposition failed for a very natural and wise reason. It was pointed out by wise heads among the older packers of this city that such action would simply result in vastly increasing the already too heavy pack of Harford County, with the natural result that those who had put up their money to save the industry from sacrifice and loss would be ruined by such action. In other words, the extent of the tomato pack would come to depend altogether upon the buying ability of this protective trust, and the evil would be increased in proportion as the farmers were aided in carrying the goods and maintaining the market. Naturally money would not go into any such proposition, therefore it was dropped.

Then a proposition was mentioned to the effect that the canned goods packers having the heavy amounts of goods on hand should store them at convenient shipping points; hypothecate their warehouse receipts and thus make the goods carry themselves. But this was not feasible because a number of our banks had been badly "burnt" on both corn and tomatoes because of their peculiar conditions in this section. One of these conditions was the lack of business knowledge of the average farmer-packer of Harford County; another was that Philadelphia was

always in the market to let the Baltimore supply men furnish Harford County everything they wanted, and they, the Quaker City brokers and banks would step in, make advances at low rates, and leave the Baltimore supply man take the consequences. In other words it was a very prevalent custom for the Harford County packer to buy his supplies in Baltimore, giving notes for the amount of his bills, and when the goods came into existence to sell them to Philadelphia for cash. It is a fact of history that men in Harford County went into the tomato canning business on this note-paying basis, and when their notes came due were astonished when asked to pay them,—they thought the notes paid the bills. This was very unbusinesslike and Harford County has learned better and become more businesslike since then.

But such experience as this naturally made the banks and others in this city very shy of dealing, unless they got possession of the goods. But the Harford County tomato packers would not store their goods in Baltimore and surrender their warehouse receipts as security for their notes.

Then a proposition came up to consider the canner's storeage room at his factory as warehouses, and a good deal of business was done on this basis. But Thurber, Wyland & Co. learned to their cost that this also was a mistake, for in Court it was proven and decided that a warehouse receipt was only valid when issued by a warehouse company. It is a fact that some packers actually warehouse their goods in this way: sold them at low prices and gave the warehouse receipts to the parties that had advanced money on them. These latter thought themselves safe on account of the integrity of warehouse receipts. But when the packers sold their goods again, and the holders of the warehouse receipts had no recourse there was naturally no more business on that style.

Then came the final proposition that it was thought would cover it. It was that the Baltimore creditors, in other words the supply men, should get together, form a sort of banking company into which all these notes for supplies should be given for collection, that then the Harford County packer should be asked to store his goods in warehouses in Baltimore City and in this way the creditors of the packers in that section would be able to control the disposal of these goods. A body of canned goods business men of Baltimore City went up to Havre De Grace, in Harford County, to meet the Harford County packers in a hall there en masse, to present this proposition to them and to show them that it was done for the purpose of saving them from loss by extraordinary decline in the prices of tomatoes. A hall was hired, the packers came there in great numbers and this large committee of Baltimore went there and met them. But a strange thing developed at that meeting. The packers believed the Baltimore men had come there to *buy* their goods and all were there ready, primed to sell; but for the reason stated earlier in this article the Baltimore men were not authorized to buy nor believed that it would be good policy to buy if they had been, and the Harford men positively declined to store their goods in Baltimore and that was the end of the attempt to prevent an oversupply of tomatoes from ruining the market.

But it would require too much space for us to give this entire story in one edition and we will therefore postpone the continuation of it till next week.

Barnyard Manure as a Money:Maker.

The Ohio experiment station has been studying in the field the question of conserving and reinforcing barnyard manure. Director Charles E. Thorne says the result of this work is that manure, which is thrown into an open barnyard and permitted to lie there during the five months of winter, before it is drawn to the field, is producing an increase of crop, worth, at present prices, $2.40 per ton of manure, when the manure is spread on clover sod, the sod being plowed for corn and the corn followed by wheat and clover without further manuring or fertilizing.

When the manure, instead of being thrown into the barnyard, is taken directly from the stable to the field, the management and cropping being the same as above, we get an increase of crop to the amount of $3.25 to each ton of manure. If, however, as the manure is being accumulated, it is dusted occasionally with the crude phosphate rock of the south, ground into a fine powder (called "floats" in the southern states), thus reinforcing it with phosphorous and possibly at the same time preventing some loss of ammonia, we get a total value of increase of $5.18; the odd 18 cents more than covering the cost of treatment. The work of the field has been supplemented by analyses made in our chemical laboratory, which shows that from two-thirds to three-fourths of the fertilizing constituents of the manure may be washed out of it during the five months of winter exposure; they also show a very considerable reduction in total dry substance, indicating that it has required considerably more than a ton of manure, as thrown out of the stable, to produce a ton as taken from the barnyard.—*American Agriculturist.*

Why Not Use

A Burt Labeling Machine?

Scores of packers discarded hand work long ago--if there was nothing better they would not have done so.

If the Burt Labeler did not do faster, better and much cheaper work, why are several hundred used?

It seems like unusually poor judgment to defer the installation of such a wonderful time-saver, when so many other packers use and heartily endorse them.

The Burt Labeling Machine is practically perfect; for durability, simplicity, easy running and capacity, it cannot be equalled--guaranteed. No wrinkled, puckered and discolored labels result from its use, something no other method can prevent. An abundance of proof to convince you that it is far superior to any other method.

If you are interested in saving money, write the makers of this wonderful machine,

BURT MACHINE COMPANY,

BALTIMORE.

Canning Items.

CALIFORNIA.

The Santa Cruz Surf says: The Council late yesterday afternoon decided to give to George Lorenzen a lease or privilege to erect a fish cannery at the foot of Pacific avenue, adjacent to the railroad wharf, running westerly.

Mr. Lorenzen is a former Santa Cruzan, who has spent the last four years at Bristol Bay, in Alaska. This is a great fishing point. He says there are about 8000 white men engaged in the fisheries there in the summer time, though not more than a hundred stay to endure the rigors of the Arctic winter. His investigations have led him to believe that the fishing business is one that can be made to yield good profits. He expects to occupy a space about 40 x 200 feet for the canning establishment, and that in the canning and in his fishing fleet about fifty people will be employed. He thinks the Santa Cruz sardine put up in olive oil will be superior to anything on the market.

San Francisco, Oct. 17.—The stock of the Alaska Packers' Association fell today from 117 to 104¾. Up to early last week the stock stood at $127 a share. Today's slump is due to reports that the Ooctober dividend will be passed, and that, although this season's pack was smaller than last, the prices secured will be less. It is also an open secret that directors have decided to call for the payment of $35 a share, as only $65 a share has been paid in. In addition to this, there is $4,000,000 indebtedness. The association is expected to come out all right, but it cannot pay such big dividends as it has in the past.

COLORADO

Loveland citizens have subscribed $25,000 toward building a $50,000 canning factory at that point. It is proposed to incorporate a preserving company, to take care of the fruits and vegetables grown in that vicinity.

FLORIDA.

Delray, Fla.—There is a movement on foot to establish the most complete cannery here in the South. The promoters will make their own cans and manufacture everything to make the factory complete in every detail. The plant will cost $150,000 when completed, and will employ from thirty to fifty hands the year round.

Delray being the largest pineapple station in Florida, and being centrally located, this plant will give east coast pineapple growers a near market for ripe pines and "culls." It will also keep the small fruit out of the Northern market, thereby increasing the value of the pineapple crop generally.

This cannery will use all kinds of vegetables, so the growers can now raise pumpkins, squash and a long list of vegetables, which could not be grown, owing to the distance to suitable markets.

KENTUCKY.

Hopkinsville, Ky.—Mr. George K. Daines, secretary of the Paducah Commercial Club and one of the most prominent men in the city of Paducah, died October 8th at Asheville, N. C., at the age of forty-two years. He has been a sufferer from consumption for a long while. He was owner of the Paducah Canning Co. Mr. Dains was at one time editor of a Republican newspaper in this city.

MAINE.

North Anson, Me.—W. S. Wells, of North Anson, has completed his canning operations. He put up 75,000 cans of corn, 400 cases of string beans, 500 cases of dandelion greens and quite a large amount of rhubarb and spinach.

Waterville, Me.—Rolfe Libby Company, organized at Waterville for the purpose of canning fruit, vegetables, etc., with $50,000 capital stock of which $300 is paid in. The officers are: President L. L. Libby of Dexter; Treasurer C. E. Rolfe of Brooks.

Rockland, Me.—The Sea Food Packing Co. has recently received an order from a Philadelphia House for 15,000 cases of sardines and as herring are quite plentiful just now the factory which has 150 hands is rushing things. Most of the herring come from North Haven weirs and the average consumption daily at the Sea Food Packing plant is 300 bushels.

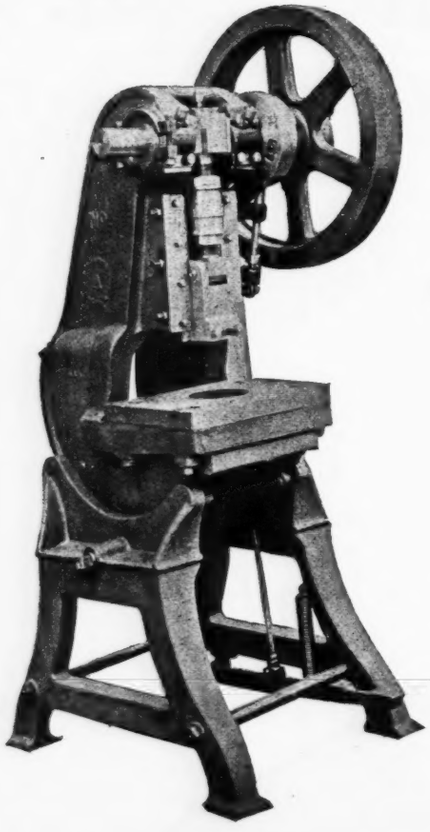
Rumford Centre, Me.—A large corn packing firm has engaged one of our citizens to make investigations with a view to locating a packing establishment in this place.

MISSOURI.

Independence, Mo.—The canning company proposes to settle its bills at 75 cents on the dollar. It is very likely that the creditors will look on the matter favorably and settle soon, it is reported.

Highlandville canning company of Highlandville, Mo., capital stock $2,250, one-half paid. Incorporators, Harry Stephens, Fred Majors, H.

INCLINE POWER PRESS



For cutting out Ends for Fruit Cans and other similar work.

ALSO MANUFACTURERS OF

Automatic Can Plants,

Lockers, Headers, Crimpers,

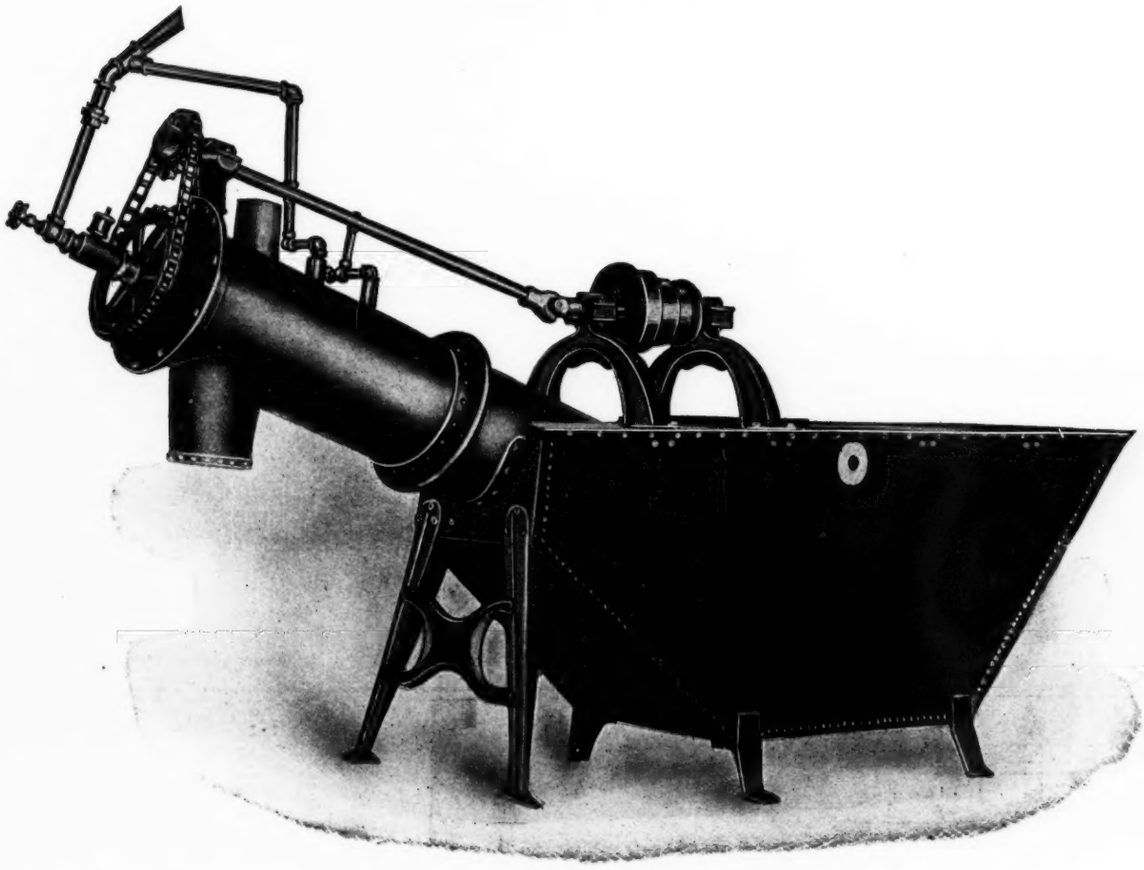
Floaters, Testers, Etc.

STEVENSON & CO.

601--607 S. Caroline Street,

BALTIMORE, MD.

Tomato Machinery.



Baker's Improved 'Power' Tomato Scalder.

This is a combined Washer and Scalder. Scalding is done with live steam. Best Method. Saves the fruit.

WE MAKE A FULL LINE OF TOMATO CANNING MACHINERY, INCLUDING SCALDERS, FILLERS, EXHAUSTERS, ETC.

Sprague Canning Machinery Company,

DANIEL G. TRENCH & CO., General Agents,

42 RIVER STREET, CHICAGO ILL.

F. Cheatham, W. N. Kenting, J. E. Stephens, Benhart Kentling, W. Powers and others.

OKLAHOMA.

Guthrie, Okla.—The Conway corn canning factory has closed for the season. The output has been large, but not as much as during some seasons,says the report.

OHIO.

Circleville, O.—The Circleville Canning Company is shipping from its factory in Washington C. H., two carloads of canned goods daily.

OREGON.

Astoria, Ore., Oct. 11.—F. P. Kendall, formerly manager of the American Can Company's plant, is here today conferring with the Columbia River salmonpackers, relative to starting a new can factory in this city. He represents a San Francisco syndicate, the greater portion of whose members are stockholders in the Pacific Sheet Metal Works, that formerly conducted a can factory here but sold out to the American Can Company.

Mr. Kendall says that if the packers will agree to patronize the proposed factory it will be installed immediately, but if the packers do not agree to this the project will be dropped, for the present at least. The site for the proposed plant was recently purchased by the Pacific Sheet Metal Works from the American Can Company.—*Portland, Ore., Oregonian.*

PENNSYLVANIA.

York Haven, Pa.—A canning company with a capital of $15,000, fully subscribed, was organized at East Berlin Wednesday, October 5. An executive committee was elected to procure a suitable plot of ground upon which to erect the building. It will probably be located along the tracks of the East Berlin railway.

The plant will be installed by the Industrial Construction Company, of Chicago, Illinois, which company has plants in operation at Jefferson, this country, and York Haven. It will be fully equipped to can corn, peas, beans, tomatoes.

Rheems, Pa., Oct. 17, 1904.—The canning factory is still in operation, having finished a large packing of tomatoes. Apples are now being canned, of which a large quantity has been received. The packing of this cannery will reach nearly 400,000 cans, and about seven carloads of corn and tomatoes have been sold.

SOUTH CAROLINA.

Beaufort, S. C.—The new oyster canning plant at Port Royal has begun operations. A number of hands are already employed and the force will be considerably increased on November 1st.

TEXAS.

Calvert, Texas, Oct. 12.—The Board of Trade held a special session at the Y. Y. Club rooms for the purpose of discussing the question of erecting a cannery and instituting a packery for handling and marketing fruits and other truck grown in this and adjacent counties. No definite action was taken owing to the absence of one of the foremost promoters, H. L. Stecker, from sickness.

Salmon and Salmon Notes.

The consumptive demand in eastern markets continues in *statu quo.* It is doubtful if any material advance has been made in the distribution of stocks the past week. The control in red fish now vests absolutely in the Alaskan packers as indicated in the despatch from the coast given below, and, therefore, any development is to be looked for in this quarter. To all appearances the selling agents of the A. P. A. are satisfied with existing conditions, and the market jogs along without sensational incident. We are fully convinced, however, that the demand would suffer no harm if the jobbing trade would take up stocks more freely. They appear to be still pursuing a hand to mouth policy. It is apparent that the shift of front on the part of the Alaskan crowd early in the season had a widespread influence on the trade in general.

Cohoe Pack.—The run of cohoes on the Fraser river has been very fair during the month (September), and some good catches were made. The British Columbia Packers' Association ran but one of their canneries, the Imperial, for the cohoe season. As it has four lines of machines, no trouble was experienced in taking care of the whole catch. Some fishing camps were maintained on Toba Inlet, in northern waters and the fish caught were brought to the Fraser.

The settlement of the price to be paid fishermen for the cohoes has not yet been announced.

Mr. Wm. Hickey, who operates a cannery at Smith's Inlet, not far from Rivers Inlet, reports having packed 8,000 cases, which was all he prepared for. He says they filled everything, and then shut down. Mr. Hickey resides in Vancouver during the winter months.

NEW LOCK SEAM CAN! NEW LOCK SEAM CAN!

JOHN W. MANN & CO.,

MAKERS OF

Fruit and Vegetable Cans

We are prepared to furnish the trade with the best Lock Seam Can that can be produced. Our factory is equipped with the most modern Automatic Machinery for making packers Cans. We invite your correspondence, and before placing your orders compare our prices with those of our competitors. Prices subject to change without notice.

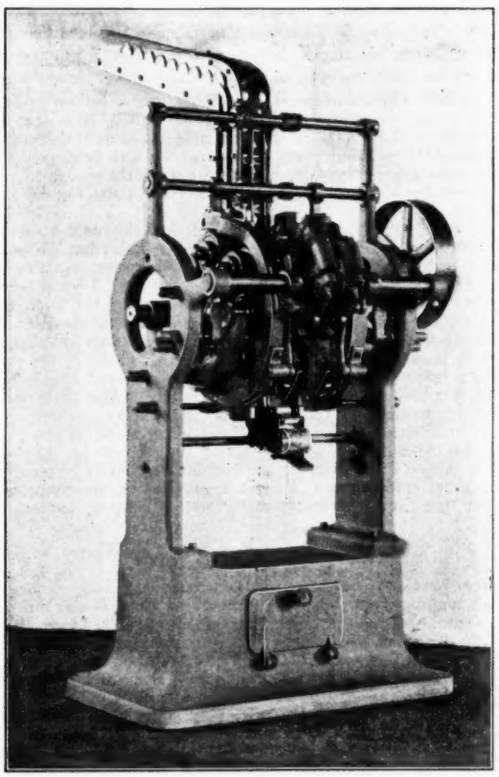
Yours truly,

JOHN W. MANN & CO.,

902 to 920 S. CAROLINE STREET, BALTIMORE, MD

This Illustrates the Most Perfect Machine for

HEADING ROUND CANS.



It is continuous in operation and almost noisless. These machines are heading 130 condensed milk cans per minute, which is much less than their capacity. The bottoms are Tagger's tin which is very difficult material to handle in other heading machines. If bodies are of uniform size no crimping is required after these machines. Address

Utica Industrial Co.

UTICA, N. Y.

Manufacturers of Automatic Machinery for making Round Fruit Cans.

STRICKER'S PASTE

"It Sticks For Keeps"

517-19-21 S. HOWARD ST. BALTIMORE.

John G. Maier's Sons,

Cor. Gay and Frederick Sts., Baltimore, Md.

MANUFACTURERS OF

LACQUERS

ALL COLORS

GOLDEN.	ORANGE.
DEEP BLUE.	GREEN.
DEEP ORANGE.	RED,

SILVER, &c.

The Deep Blue, Deep Orange and Silver are the most suitable for rusty cans.

We are the oldest manufacturers of Lacquers for canners' use South of New York.

Write for prices and samples.

CANTON BOX COMPANY,

2501 to 2515 Boston St.,

BALTIMORE, MD.

Packing Boxes.

Made up or in Shooks. Cargo or Carload.

WANTED.

To purchase a modern up-to-date TOMATO-CANNING PLANT, located in Indiana or Illinois, or a complete outfit of MACHINERY FOR PACKING TOMATOES. Address with full particulars and lowest cash price, C. C. B., care of THE TRADE.

SOLE AGENTS IN THE EAST FOR

The Sprague Canning Machinery Co.

"Hawkin's" Continuous Capper,
"Jersey Queen" Filler,
Model "M" Corn Cutter,
Corn Cookers, Silkers,
and all
MACHINES FOR CANNING PURPOSES.

A 608 page Catalogue for the asking.

GEO. E. LOCKWOOD,

308 CHESTNUT STREET, Philadelphia, Pa.

If it is used in a Canning Factory I Sell it.

Cans, Shooks, Solder, Crates, Climax Flux, "Lockwood" Gas Machines. Tools, and Etc., Etc.

Dont worry, ask me, I'll get it for you.

SECOND HAND CANNING MACHINERY.

My Motto:—
The Buyer Must be Satisfied.

The pack on the Fraser river, including 8,000 cases of trap fish from the Vancouver Island traps of J. H. Todd & Sons, amounted to 70,753 cases, as reported in the Fisherman for September.

British Columbia Packers' Pack.—The pack of the Association up to August 28th is reported as follows:

	Cases.
Acme	1,639
Celtic	1,208
Terra Nova	3,476
Imperial	5,667
Pacific Coast	2,015
Canadian Pacific	1,527
Brunswick No. 2	2,639
Currie-McWilliams	1,822
Albion	2,034
Ewen	8,117
Alert Bay	4,491
Lowe Inlet	10,575
Bella Coola	4,442
Wadhams	28,021
Brunswick	25,541
Balmoral	19,740
Cunningham	11,634
Total	134,588

The J. K. Armsby Co. has withdrawn prices on Alaska reds, only selling to regular handlers of special brands and even this business is not sought, says the San Franciscan Trade Journal of the 15th inst. Griffith-Durney Company is still selling at $1.05. It is stated that some brands of Alaska red can be bought as low as $1, but so far we have failed to find who is doing the selling. All the Columbia river pack of both spring and fall has been cleaned up. Several of the Oregon coast canners have sold out. The Puget Sound pack has been closed out. Advices from British Columbia report that the pack has been practically placed. The outside holdings of Alaska red are said to be comparatively small, which gives the Alaska packers control until another season. The shipments from this coast of salmon to England this season will be the smallest for several years past, which will give the markets there a chance to clean up before the 1905-06 season.

Advice from Portland, Ore., of the 12th inst. states that it has been many a year since fishermen along the Columbia river have seen such a run of silverside salmon as is now appearing in the river. The water is now favorable for the traps to catch practically their full capacity, and the receipts in this city are extra and heavy.—*Fishing Gazette.*

Closed Season Enforced.—For nearly three weeks the fisheries protection cruisers and officers doing duty in British Columbia coast waters were on the watch to see that the Dominion fisheries regulation ordering a close season on sockeyes was observed. The close season was begun on August 25 and continued until September 15. The order-in-council, of which the parties interested were officially notified, is a new one, this being the first time of its enforcement. It was made at the representation of the canners, who felt that some such measure was necessary to insure a sufficient proportion of the salmon run to get up the rivers to the headwaters unmolested and free to deposit the spawn in the regular spawning grounds.

Hon. Raymond Prefontaine, minister of fisheries, when on his visit to British Columbia made a promise to cannerymen that he would see that such an order-in-council was passed. The order, which was duly forwarded, read:

"An order-in-council has been passed, providing for a close season for the use of sockeye nets, from August 25th to September 15th inclusive. During this time no nets of less than seven inch extension measurement are to be used. This order applies to the whole of the province."

The close season was very well observed, perhaps the better from the fact that the fishery guardians were vigilant. But their preventive efforts were not needed, as the fishermen, as well as canners, recognize that there is little danger of too much protection to he salmon.

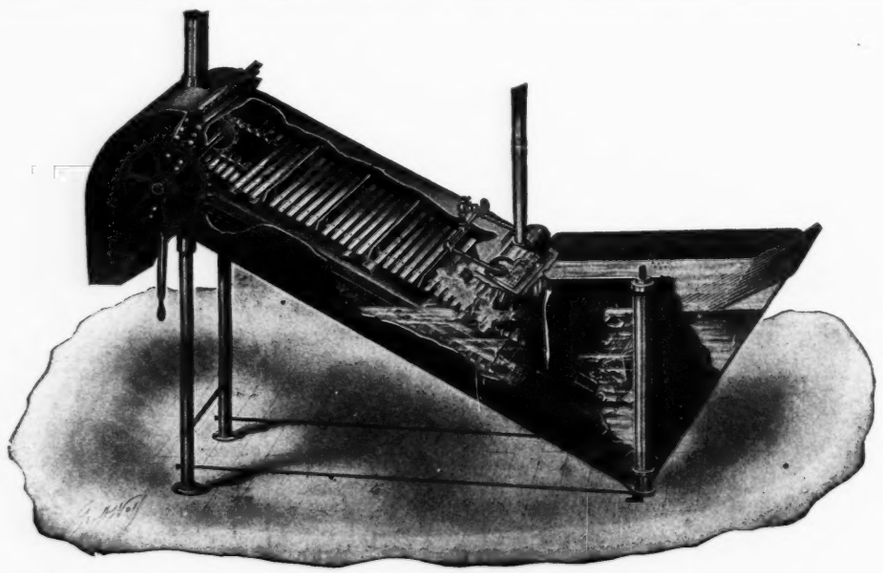
During the close season, spring salmon only could be caught, owing to the size of the mesh allowed by the regulation. After September 15th, the use of smaller mesh nets was again legal, and as the cohoe run commenced about that time, there was really no hardship to anyone.—*Pacific Fisherman.*

Enlarging Its Capacity.

The Virginia Can Company of Buchanan, Virginia, is one of the youngest can making factories but at the same time is one of the most active. It began operation in the summer of 1903. During the season just passed it added new machinery to its equipment, which more than doubled its capacity. At the close of this season, it immediately set to work to enlarge its building, and put in new lines of machinery, which will again double its capacity.

The products of the Virginia Can Company this year have been shipped to eight states, and have given complete satisfaction.

It will take several weeks to complete the additions to the building and the installation of the new machinery, but the company expects to be in position to begin deliveries soon after the new year.



Buy nothing but the latest improved and up-to-date machinery if you would keep abreast of the leading and successful Packers of the country.

The TRIUMPH Continuous Capper,

The TRIUMPH Tray Capper, **The TRIUMPH Platform Conveyor,**

The TRIUMPH Tomato Scalder, **The TRIUMPH Continuous Exhaust Box,**

And all other machinery of the latest and most improved pattern are furnished by

Remington Machine Company,

J. M. COLBERT, Sales Agent **WILMINGTON, DEL.**

The South

Is the coming section of the country for all classes of woodworking industries. Its resources in desirable woods, both in quantity and variety, exceed those of any other section.

Factory Locations

Unequaled for stave, heading, box, fruit package and miscellaneous artiles made of wood may be obtained along the lines of the Southern Railway. *Refer to File No, 26325.*

M. V. RICHARDS,

LAND AND INDUSTRIAL AGENT,

SOUTHERN RAILWAY,

WASHINGTON, D. C.

Every time you see this advertisement we want you to think of FLUX.

And every time you think of FLUX, we want you to remember that

EUREKA SOLDERING FLUX

Is the Best and Most reliable.

The Safest and Most Economical.

The Purest and Cheapest.

Our booklet tells how and why. Send for it today. Better still, send an order for a hundred pound keg.

GRASSELLI CHEMICAL CO.

CLEVELAND, OHIO.

DO YOU KNOW YOUR OWN BUSINESS?

What a question! But do you know all about it—everything? If you do, you know what will absolutely prevent fermentation in Tomato Pulp and Tomato Ketchup. Do you use crude chemicals of any kind? If you do, there is still one thing you can learn that will save you money and that is that Preservaline is better—a thousand times better, a thousand times safer and absolutely sure. It is guaranteed. It contains no salicylic acid. It prevents spoiling. It keeps good goods good. Write us a card and ask about it. That will cost you a penny and a minute of time. The information is free. Write now—it's worth while.

THE PRESERVALINE MFG. CO.,

CHICAGO,
190 Michigan St.

NEW YORK,
41-43 Warren St.,

SAN FRANCISCO,
441-443 Third St.

AT THE THEATRES

Week of October 31, 1904.

FORD'S.
THE COUNTY CHAIRMAN.
Matinee, Monday and Saturday.

CHASE'S
A FAIR REBEL.
Matinee, Tuesday, Thursday and Saturday.

MARYLAND.
B. F. KEITH'S
High-Class Vaudeville Attractions.

NEW AUDITORIUM.
THE ELINOR SISTERS.
Matinee, Monday, Wednesday and Saturday.

BLANEY'S.
THE WAYWARD SON.
Matinee, Monday, Wednesday, Friday and Saturday.

HOLLIDAY STREET.
SHADOWS OF A GREAT CITY.
Matinee, Monday, Wednesday and Saturday.

MONUMENTAL.
IMPERIAL BURLESQUERS.
Matinee Daily.

FOR SALE.

A first-class Canning Factory, in good condition, located at Berrien Springs, Michigan; cost about $18,000; fruit plentiful. This factory will be sold at public auction at the above place on November 11, 1904.

Correspondence of prospective purchasers solicited by

WILLIAM H. ANDREWS,
Benton Harbor, Michigan.

FOR SALE.

One of the best Canning Factories in the South, located at Dyer, Tennessee, on the Mobile and Ohio R. R. One of the best farming and truck gardening places in Western Tennessee. Can get 1,000 acres of tomatoes and same amount of corn, fine quality. Abundance of cheap labor. All machinery of the latest pattern, as good as new, just one year old. Reason for selling—am going into another line of buisness. Easy terms to right person. Address

J. T. STAFF, Dyer, Tennessee.

WANTED—CANS.

Standard No. 3, and No. 2½, 1⅜, or 2 inch opening. Write or wire lowest prices delivered.

L. A. HARRIS, RECEIVER.
BLUE GRASS CANNING CO.,
OWENSBORO, KY.

A superintendent and processor with years of experience in packing every line of canned goods is open for a position during 1905. At liberty now if desired. References from some of the best packers in the country. Address "BUSINESS," care of The Trade.

Virginia Can Company,

MANUFACTURERS OF

Two and Three Pound Cans

FOR

FRUIT AND VEGETABLE PACKERS.

THE VIRGINIA CAN COMPANY is now enlarging its plant and putting in new lines of machinery for next season. It will be ready to begin deliveries soon after the new year. Special inducements are offered those who place their orders for early deliveries.

Correspondence invited.

VIRGINIA CAN COMPANY,
Buchanan, Va.

BALTIMORE CANNED GOODS MARKET.

REPORTED BY BROKERS.

F. O. B. Baltimore. Country Goods, F. O. B. Cannery.

UNLABELED GOODS ABOUT 2½c. LESS.

APPLES.

M. MORFIT, Broker, Baltimore.	Cash.	Regular.
Standard 2s	$	50
" 3s		57½ 70
" Gallons		1 65 1 90

BAKED BEANS.

Lunch 1s	$	31 42
" 2s		40 70
Tall 2s		40 70
" 3s		55 90

BEANS.

Green String 2s	$	50 75
" " 3s		75 90
" " Gallons		2 40 2 50
White Wax 2s		45 65
" " 3s		80 90
" " Gallons		2 25 2 60
Refugee 2s		80
" Extras, 2s		1 25 1 60
Green Lima 2s		85 90
" " small 2s		1 10 1 25

BERRIES.

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Strawberries	$	57½
" Extra Fancy Preserved Strawberries		1 20 1 25
No. 1 Ex. Pres. Strawberries, oval cans		80
" 2 Standard Raspberries		75
" Ex. Pres. Red Raspberries		1 20
" Standard Blackberries		95
" 3 " "		
" 2 Extra Blackberries		
" " Fancy "		1 20
" Standard Gooseberries		95
" " Blueberries		65

T. J. MEEHAN & CO., Brokers, Baltimore.

Blackberries, 2s	$	95 1 00
" " Pres		1 10 1 15
Blueberries, 2s		67½ 70
Strawberries, 2s		57½ 60
" Preserved 1s		80 85
" " 2s		1 15 1 30
" Gallons		3 50 4 00
Gooseberries, 2s		90 95
Raspberries, Red 2s		75 80
" " " Preserved		1 20 1 30
" Black 2s		75 80
" " " Preserved		1 20 1 25

CHERRIES.

Red 2s	$	65 70
White 2s		1 00 1 25

CORN.

M. MORFIT, Broker, Baltimore.

No. 2 Standard	$	67½ 70
" Choice		75 80
" Dry Pack		75 90
" Shoe Peg		85 1 00
" Choice Standard County		
" Standard County		
" " Extra County		
" Fancy County		

T. J. MEEHAN & CO., Brokers, Baltimore.

No. 2 Full Standard, Moist Pack	$	70 75
" New York or Maine Style		75 80
" Seconds, Soaked		55 60
" Standard		60 65

J. L. ROWLAND & CO., Brokers, Baltimore.

No. 2 Full Standnrd, Moist Pack	$	62½ 65
" New York or Maine Style		75 80
" Seconds		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Sugar Corn, Harford Co.	$	60
" " " Dry Packed		75
" Ex. Sugar Corn, fine qual., dry pk'd.		85

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Full Standard, Moist	$	60 65
" New York or Maine Style Dry Pack		72 85
" Seconds " " "		

CORN AND TOMATOES.

No. 2	$	65
No. 3		

OKRA.

Standard 2s	$	70
" 3s		90

OKRA AND TOMATOES.

No. 2	$	65
No. 3		85

OYSTERS.

	Cash.	Regular.
2s, 4 Ounce	$	85
1s, 5 "		90 92½
1s, 8 "		
2s, 10 "		1 70
1s, Light Weight		50
2s, Light Weight		
1s, Lunch Tins		
1s, 6 Ounce Selects		
2s, 12 " "		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 1 Extra Lunch	$	1 15
" 2 "		
5 oz. No. 1 Standards		87½
10 " "		1 65
5 oz. Standards, tall cans		90
10 " " "		1 65
4 oz. No. 1 Cove		82½
8 " 2 "		1 50
No. 1 Light Weights		50
" 2 " "		

PEARS.

Bartlett 2s	$	75
" 3s		1 00
Extra Bartlett 2s		
" " 3s		

PEACHES.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Standard, Yellow	$	1 35 1 50
" Seconds, "		1 10 1 15
" Pie Unpeeled		80 85

T. J. MEEHAN & CO., Brokers, Baltimore.

3-lb. Extra Standard Yellow Peaches	$	1 50 1 60
3-lb. " Selected " "		1 65 1 70
No. 3 Standard, Yellow		1 40 1 45
" Seconds, Yellow		1 10 1 15
" " White		1 05 1 10
2-lb. " Peaches		80 90
No. 2 Standard, Yellow		1 10 1 15
" " White		1 10 1 15
Gallons, Pie		2 75 3 00
3-lb. Pie		77½ 80

M. MORFIT, Broker, Baltimore.

No. 2 Standard White	$	1 10
" Extra Standard, Yellow		1 15 1 20
" Seconds, White		80 85
" " Yellow		85 90
No. 3 Standard, White		1 40 1 50
" " Yellow		1 45 1 50
" " Extra Yellow		1 65 1 75
" Off Standard, Yellow		1 30 1 40
" Seconds, White		1 10 1 15
" " Yellow		1 15 1 25
" In Syrup		1 35 1 40
" Pie, Unpeeled		85 90
No. 6 " "		
Gallons, Pie, Unpeeled		2 75 2 90
" " Peeled		

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 3 Pies, Unpeeled	$	80
" " Peeled		1 00
Gallon Pies, Unpeeled		2 65
" " Peeled		
No. 2 Seconds, White		80
" " Yellow		85
No. 3 Seconds, White		1 05
" " Yellow		1 10
No. 2 Standards, White		95
" " Yellow		1 00
No. 3 Standards, White		
" " Yellow		1 45
" Ex. Selected, Yellow	1 60	1 75

PEAS.

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 2 Early June, Full Standard	$	70 80
" " " Sifted		85 1 20
" " " 2ds, labeled Standard		55 60
" Soaks		40 45
" Seconds		
" Marrowfat, Full Standard		75
" " White		
" " Soaks		40 45

M. MORFIT, Broker, Baltimore.

2 Early June Standard		75 85
2 " Sifted		1 00 1 20
2 " Extra Sifted		1 10 1 35
2 " Extra Fine Sifted		1 40 1 60
2 " Petit Pois		1 75 2 00
2 " Off Standard		70 75
2 " Off Sifted		85 95
2 " Off Extra Sifted		95 1 15
2 " Off Sifted Petit Pois		1 40 1 75
2 " Seconds		60 70
2 " " Sifted		80 85
2 " " Extra Sifted		90 1 10
2 Marrowfat		75 85
2 " Sifted		85 95
2 " Extra Sifted		1 10 1 50
2 " Seconds		60 75
2 Sweet Extra		90 1 00
2 Sweet Petit Pois		1 50

PEAS—Continued.

T. G. CRANWELL & Co., Brokers, Baltimore

	Cash.		Regular.	
No. 2 Second Marrowfat	$	.....	60	.....
" Standard " White	.....	.....	70	.....
" Second Early June	.....	.....	60	.....
" Standard "	.....	.....	75	.....
" Extra "	.....	.....	85	.....
" Sifted "	.....	.....	90	1 00
Ex. Sifted "	.....	.....	1 25	1 40
Ex. Fan. Sf'd " Petit Pois	.....	.....	1 60	1 75

PINEAPPLE.

Standard 1s, Eyeless and Coreless	.....	.....	.....	85
" 2s, " "	.....	.....	1 00	1 10
" 1s, Cocktail	.....	.....	.....	95
" 2s, "	.....	.....	.....	.....
" 1s, Grated	.....	.....	85	90
" 2s, "	.....	.....	1 50	1 60
Extra 1s, Eyeless and Coreless	.....	.....	.....	1 00
" 2s, "	.....	.....	1 75	1 85
" 1s, Grated	.....	.....	.....	1 00
" 2s, "	.....	.....	1 75	1 85
Preserved 2s, Eyeless and Coreless	.....	.....	1 75	1 90
" " Grated	.....	.....	1 80	2 00
Seconds 2s, Sliced	.....	.....	70	90
Pie Grated 3s	.....	.....	.....	70
Pie Grated, Gallons	.....	.....	2 10	.....

T. G. CRANWELL & CO., Brokers.

No. 2 Seconds, Not Eyeless	$	.....	70	.....
" " Eyeless and Coreless	.....	.....	85	.....
" Standards, Not Eyeless	.....	.....	90	.....
" " Eyeless and Coreless	.....	.....	90	.....
" Ex. " " "	.....	.....	1 20	.....
No. 1 Ex. Fancy Sliced, Eyel's & Corl's	.....	.....	.....	.....
" " Grated	.....	.....	1 00	.....
" " Cocktail	.....	.....	95	.....
No. 2 Extra Fancy Grated	.....	.....	1 75	.....
No. 3 Pie Grated, in Water	.....	.....	70	.....
" " in Syrup	.....	.....	75	.....
Gallon " in Water	.....	.....	2 00	.....
" " in Syrup	.....	.....	2 10	.....

TOMATOES.

T. J. MEEHAN & CO., Brokers, Baltimore.

	Cash.		Regular.	
No. 3 Full Standards	65	.....	67½	.....
" Seconds	62½	.....	65	.....
No. 2 Full Standards	47½	.....	50	.....
" Seconds	45	.....	47½	.....
Gallons, Standard	1 85	.....	1 90	.....

J. L. ROWLAND & BRO., Brokers, Baltimore.

No. 3 Full Standard	65	70	.....	.....
" Seconds	60	62½	.....	.....
No. 2 Full Standard	50	52½	.....	.....
" Seconds	45	50	.....	.....

H. H. TAYLOR & SON, Brokers, Baltimore.

No. 3 Full Standard	67½	70	.....	.....
" Seconds, Labeled Standards	62½	.....	.....	65
No. 2 Full Standards	.....	.....	50	55
" Seconds, Labeled Standards	45	.....	.....	47½

M. MORFIT, Broker, Baltimore.

No. 3 Standard	70	75	.....	.....
" " Country	65	70	.....	.....
" " Extras	80	90	.....	.....
No. 2 Standard	50	55	.....	.....
" " Country	47½	50	.....	.....
Gallon, Standard	1 95	2 15	.....	.....

T. G. CRANWELL & CO., Brokers, Baltimore.

No. 2 Standard Tomatoes	50	.....	.....	.....
" 3 " "	67½	.....	.....	.....
" 3 Ex. Select Tomatoes, Tall Cans	95	.....	.....	.....
" 3 Second Tomatoes	62½	.....	.....	.....
" 2 "	45	.....	.....	.....
Gallon Standard Tomatoes	1 95	.....	.....	.....

NEW YORK CANNED GOODS MARKET.

(Reported by Special Correspondence.)

APPLES—Gallon New York State	1 75 @	1 90
" Maryland gallons	.....	1 75
APRICOTS—California Standards 2½s	.....	1 60
ASPARAGUS—Oyster Bay	3 75	3 90
" 3-lb. Tips	2 50	3 00
BEANS—No. 2 Lima	1 25	1 35
" No. 2 String, Southern	52½	55
" Baked, No. 3	65	70
" N. Y. String, 2s	1 25	1 30

NEW YORK CANNED GOODS MARKET—Continued.

CORN—No. 2 New York State	1 05	1 10
" " Maine	.....	.....
" " Southern	77½	80
" " Western, 2s	82½	90
LOBSTER—Talls, 1-lb	.....	.....
" flats, 1-lb	3 45	3 50
OYSTERS—5 Ounce Standards	82½	92½
" 2-lb. 10 Ounce	1 55	1 75
PEACHES—2½-lb. Siandard, California Yellow	1 65	1 70
" 3-lb. Extra, California Yellow	2 45	2 50
" Southern Standard 3s	1 35	1 45
PEARS—California 2½-lb	1 50	1 75
PEAS—No. 2 Early June Extra Sifted	1 35	1 50
" " " " Sifted	1 05	1 20
" " " " Standard	67½	80
" " " " Seconds	60	65
PINEAPPLE—No. 2, Eyeless and Coreless, Extra	1 75	1 85
" " Grated	1 75	1 90
" Standards	1 20	1 25
" Gallon Pie, Grated	2 10	2 50
PUMPKIN—No. 3	70	1 00
" Gallon	2 00	
SALMON—Columbia River talls, 1-lb	1 70	1 75
" " " flats, 1-lb	1 85	1 90
" " " ½-lb	1 05	1 07½
" Alaska Red, talls, 1-lb	1 15	1 23½
" Medium Red, talls, 1-lb	1 10	1 12½
" Chums, talls, 1-lb	.....	.....
" Sockeye, flats, 1-lb	.....	.....
" " talls, 1-lb	.....	.....
" " flats, ½-lb	.....	.....
" Alaska Pink, talls, 1-lb	80	85
" Cohoes, talls, 1-lb	.....	.....
" Cohoes, flats, 1-lb	.....	.....
STRAWBERRIES—Gallons	4 25	.....
SUCCOTASH—Maine pack, 2s	.....	1 50
" other pack, 2s	.....	1 35
TOMATOES—No. 2 Standard Maryland	55	57½
" No. 3 " "	67½	75
" No. 3 " New Jersey	95	1 00
" Gallons, Maryland	1 90	2 10
" Gallons, Jersey	2 00	2 25

CANS AND CANNERS' METALS.

F. O. B. BALTIMORE, MD.

CANNERS' AND PACKERS' SOLDERS.

	½x½	9x10	8x10
Drop and Bar	$ 17½	16½	15½
Wire Coil	17½	16½	15½
Wire Segments			

CANS.

AMERICAN CAN COMPANY.

No. 1 S. H	$10 00 per thousand.
No. 2 S. H	13 00 "
No. 2 P. H	13 50 "
No. 3 P. H	17 00 "
Gallon P. H	42 50 "
No. 3 Jersey P. H., Standard	18 00 "

SOLDER HEMMED CAPS.

S. H. $ .95 P. H. $1 30 P. A. H. $1 70 per thousand.

INDEPENDENT PRICES.

2 S. H	2 L. H.	3 Stand.	Gallons.
$12.50	$13.00	$16.75	$40.00 per thousand

SOLDERING COPPERS MATERIALS, ETC.

Canmakers' Coppers	$ 24	.....	.....	.....
Carboys	1 50	.....	.....	.....

TIN PLATES.

I. C., 14x20, Charcoal Alloway	$	.....	.....	.....
I. C., 14x20, 107 lbs. Bessemer Steel	3 60	.....	.....	.....
I. C., 14x20, 100 lbs. Bessemer Steel	3 46	.....	.....	.....
I. C., 13½x19½, 95 lbs. Bessemer Steel	3 19	.....	.....	.....
I. C., 13½x19½, 90 lbs. Bessemer Steel	3 14	.....	.....	.....
I. C., 14x22, 110 lbs. Bessemer Steel	.....	.....	.....	.....
I. C., 14x22, 100 lbs. Bessemer Steel	3 79	.....	.....	.....

PIG TIN.

	5 to 10 tons	1 to 4 tons		
Straits	$29 00	29 20	.....	.....
Malacca	29 00	29 20	.....	.....

PIG LEAD.

Omaha	$ 4 40	4 50	.....	.....

Standard Sizes for Cans.

	DIAMETER.	HEIGHT.
No. 1 Cans	2¾ in.	4 in.
No. 2 Cans	3 7-16 in.	4 9-16 in.
No. 2½—California	4 in.	4¾ in.
No. 3 Cans	4 3-16 in.	4⅞ in.
No. 6 Cans, to contain double the quantity of No. 3		
No. 10 Cans, (Gallons)	6¼ in.	7 in.

All outside measure at largest parts.

HEYDEN SUGAR

Endorsed by the most prominent authorities in the medical world as being more healthful than cane sugar for use in the packing of food products. You have used it for the past six years; you can still use it. Write to us for our booklet quoting authorities.

Chicago, Ill
Philadelphia, Pa
Boston, Mass.
Providence, R. I.
Montreal, Canada.
Hamilton, Ontario.

A. KLIPSTEIN & CO.,

122 PEARL STREET,
NEW YORK.

ROBERT C. GRIFFITH & CO., Baltimore, Md.,
Agents for the Southern Canners and Packers.

E. E. MANHARD, Waterloo, Iowa.
Agent for Iowa, Wisconsin and Illinois.

THE LARGEST CANNERS USE

PERFECTION SOLDERING FLUX

PERFECTION TOMATO COLORING

PERFECTION TOMATO COLORING

WE MAKE COLORING FOR SUGAR BEETS, FRUITS BERRIES, Etc. SAMPLES FREE.

BALTIMORE CHEMICAL COMPANY,

Write for particulars regard coloring etc. SEVENTH & GOUGH STREETS, BALTIMORE, MD.

OUR

SOLDER

Is made to suit our customers and we please all.

WIRE, BAR AND DROP SOLDER.

ALSO

Acid, Spelter & Soldering Irons.

S. JOHANCEN & COMPANY,
737 EAST PRATT STREET
BALTIMORE, MD.

"Pack Asparagus and Make Money."

This is the one vegetable that is always in short supply and pays a big profit.

For Sale.—A Farm, specially suited to growing asparagus or other vegetables for canners' uses.

275 acres good land and buildings at the low price of $5,500.

Well located in Southern Maryland, near Potomac River; has 50 acres of land specially adapted to growing asparagus, also tomatoes, beans, corn, etc. For full particulars, write us.

J. L. ROWLAND & CO,,
504 East Fayette street, Baltimore.

C. W. BAKER. W. E. MORGAN.

BAKER & MORGAN,

Canned Goods Brokers,

ABERDEEN, MD.

CORN AND TOMATOES A SPECIALTY.

Kerosene Oil Heating,

WHY

Subject your lives and buildings to the dangers attending gasoline in any form

WHEN

You can obtain better results at Twenty-five per cent less expense by adopting the

CLARK KEROSENE OIL SYSTEM

WHICH IS

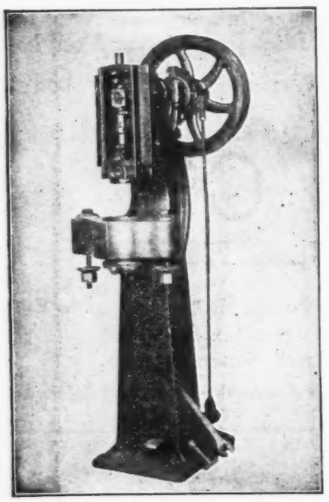
Most economical, safe and durable, having a faultless reputation of fourteen years' duration.

Send for Catalogue.

THE CLARK NOVELTY COMPANY,
ROCHESTER, N. Y.

POWER PRESS

WITH IMPROVED CLUTCH.



PRESSES, DIES,
ROLLERS, SLITTERS,
CRIMPERS
and
FLOATERS.

PINEAPPLE
CORERS, SIZERS,
SLICERS
and
GRATERS.

John R. Mitchell,

CANNING AND CANMAKING MACHINERY

FOOT OF WASHINGTON STREET,

BALTIMORE, MD., U. S. A.

The Hastings Industrial Company,

79 Dearborn St., Chicago, Ill.

OUTFITTERS AND EQUIPPERS OF FRUIT AND VEGETABLE

Canning Factories.

Dealers in

Automatic Corn and Tomato Fillers,
Power Capping Machinery, Horizontal Retorts,
Traveling Hoists, Engines, Boilers,
Piping, Fittings, Belting, etc., etc.

You are solicited to correspond with us on anything pertaining to the canning line.

Improved Sauer Kraut Cutter.

BEST KRAUT CUTTER IN THE WORLD.

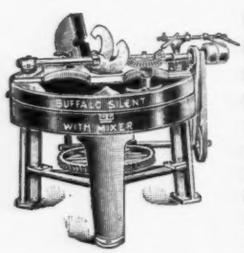
Cuts the Cabbage long, so much desired to make the best Kraut.

Two Sizes for Hand and Power.

Some References of Firms Using Them.

Skaneateles Sauer Kraut Co., Skaneateles, N. Y.
Ring Rose Pickling Co., Minneapolis, Minn.
Manitowoc Pickling Co., Manitowoc, Wis.
A. Grossenbach & Co., Milwaukee, Wis.
Pickards Vinegar Co., Leavenworth, Kan.
Le Roy Canning Co., Le Roy, N. Y.
Erie Preserving Co., Lockport, N. Y.
F. Roebrecht, Newark, N. J.
C. Ricker, Stapleton, L. I.
T. J. Kurdle, Baltimore, Md.
Gross Bros., Baltimore, Md.
John Blaul & Sons, Burlington, Ia.
Blue Grass Canning Co., Owensboro, Ky.
Blue Hill Preserving Co., Boston, Mass.
Wm. Pomerich, Oshkosh, Wis.
Geo. Schneider, Philadelphia, Pa.
Adams Bros. & Co., Philadelphia, Pa.
Geo. Raemish, Winsor, Wis.
Clyde Kraut Co., Clyde, N. Y.

Vegetable, Fruit and Meat Cutter.



Buffalo Silent Cutter.

FASTEST CUTTER IN THE WORLD For Mince Meat, Picalilli, Onions, Horse Radish, Crushed Fruits Etc.

Core Cutter.

Saves the CORE GIVES KRAUT BETTER FLAVOR and Keeps Better.

Saves 15 to 20%

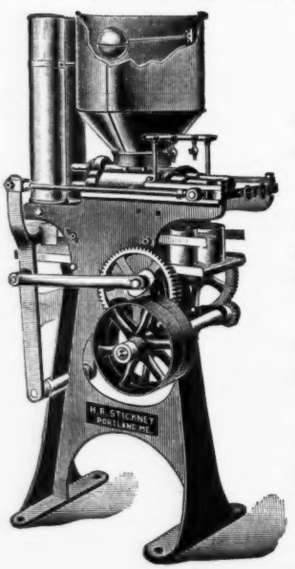
Write for Catalogue.

JOHN E. SMITH'S SONS CO.,
BUFFALO, N. Y., U. S. A.

THE
STICKNEY
CONDENSED
MILK FILLER

PATENTED.

CAPACITY 30,000 IN TEN HOURS.



IT IS THE BEST.

Tested by four years of use on Cans and GLASS JARS.

Cans are fed and filled automatically two at a time leaving them perfectly clean on top so they go direct to sealers without intermediate attention.

They are easily set up, operated and cleaned, and the fill is regulated while going to a nicety.

Used by the Borden Condensed Milk Co., in four of their factories, and eleven other concerns use from one to three machines each.

MF'D AND SOLD ONLY BY

HENRY R. STICKNEY, PORTLAND MAINE, U.S.A.

EMPLOYMENT EXCHANGE.

Paid subscribers can use this column *Free* for securing either positions or hands. To all others the charge is 20c. per line, one time, or 50c. per line, monthly; cash with order. Where the address is care of THE TRADE, stamps should be sent for answers, as the P. O. requires renewed postage on such.

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Wanted—A thoroughly competent "Kraut" man. Answer at once, with full information, to "Kraut," care of The Trade.

SITUATIONS WANTED.

Pickle and Preserve Manufacturer wants position as foreman or manager of pickle or preserve factory. Thoroughly up-to-date; thirty years' experience; good references; strictly temperate. Also understands canning. S, 284 South Union street, Grand Rapids, Mich.

Position Wanted—By a Practical Superintendent and Processor of 20 year's experience; can pack full line of fruits and vegetables; also, shrimp and oysters, baked beans, etc.; understand all the latest improved machinery for packing same. Address A., care of The Trade.

Wanted—A situation by a first-class catsup maker who also understands preserve making and the processing of tomatoes and fruit. Address R. Alexander, care General Delivery, Cincinnati, O.

Notice to packers and canners---Your attention is called to the fact that the Superintendent Processors' Association furnishes you with first-class expert processors and superintendents free of charge, therefore, when you desire to make a change or are in need of a good superintendent or processor, kindly drop the Secretary a card or send stamps and he will furnish full particulars, so you can be placed in communication with several, and thereby select your own choice and make your own terms with them. For full particulars, address Wm. Smith, Secretary, Superintendent Processors' Association, care The Trade, Baltimore, Md.

Wanted—A Position as Superintendent in a Pickle and Preserving Works; have formulæ for making all grades of goods; understand steam fitting and machinery and can furnish good reference. Address M. J., care of The Trade.

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—EXPERT IN—

Canning and Preserving. *Chemist and Anylist.*

GOODS ANALYZED.
WORKING FORMULAS.
NEW IDEAS ELABORATED.

Formulas and Processes for Jams, Jellies, Preserves; Wet and Dry Mince Meat, Pie Preparations, Soups, Catsups, Flavoring Extracts, Candies, Yeast Powder, Etc., Etc.

PROCESSES IMPROVED.
OUTPUT CHEAPENED.
NEW PLANTS OUTLINED.

PRICES REASONABLE. CORRESPONDENCE SOLICITED.

...MAKE YOUR OWN CANS...

THE NEW SEAM SANITARY CAN.

Round, Square or Irregular Shapes For Food Products of all Kinds.

Require no Holes and Caps. The Entire Top Open.

Closed without heat, solder or objectionable acid fluxes.

Will stand both retort and bath processing.

A perfect Sanitary Can being obtained, eliminating all the faults of the old style, making an ideal package, as cheap, more attractive, wholesome, better than anything yet devised.

A descriptive, illustrated catalog and samples will be sent upon request. State kind of goods packed.

A limited number of cans for trial will be sent, free of cost; but if a more extensive test is desired suitable arrangements may be made with Mess. Bogle & Scott, N. Y. C., for such "NEW SEAM SANITARY CANS" and the use of a Double Seamer, as illustrated."

No. 2 Automatic Double Seamer—Round Cans

—*The*—

Max Ams Machine Company,

Mount Vernon,
New York,
U. S. A.

Originators and specialists in all kinds of machines for "Sanitary Cans," round, square, oval and irregular shapes. Patented in all countries.

It is the Leaks that Count.

CANNERS' SOLDERING FLUX

SHIPPED IN

Never-Leak-Packages

Insures you full measure and besides it is so concentrated that you get three gallons for one of the other kinds.

THOMSEN CHEMICAL CO.,

BALTIMORE, MD.

Let us send you a Sample.

Consumers Can Company,

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Reference:
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WE ARE NOW READY TO BOOK ORDERS FOR 1905. EVERYTHING IN THE METAL LINE HAS ADVANCED EXCEPT TINPLATE AND THIS IS VERY LIKELY TO FOLLOW, HOW SOON WE CANNOT SAY, BUT OUR 1905 CONTRACT WILL PROTECT YOU UNDER ANY CONDITIONS. LET US HEAR FROM YOU BEFORE YOU BUY.

BALTIMORE SOLDER WORKS.

A. SCHULTZ & CO.

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1015, 1017 and 1019 EAST FAYETTE STREET.

Pig Tin, Pig Lead,

——Tin Plate.——

MANUFACTURERS OF

THE ONLY RELIABLE SOLDERS FOR CANMAKERS AND PACKERS.

EXCELSIOR SOLDERING FLUX.

The best Flux for soldering Tinware. It is especially desirable for Capping, as it is not poisonous and does not affect the goods if a few drops get in the can.

WIRE SOLDER.

Our Segment Solder is the Best Capping Solder ever produced, always giving entire satisfaction.

Capacity of Furnaces

——20,000 Pounds Per Day.——

The only establishment in the country where you can get everything needed for canmaking and packing business. Thirty years experience supplying the trade.

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Unusual facilities for placing entire packs of goods throughout the west. Correspondence solicited.

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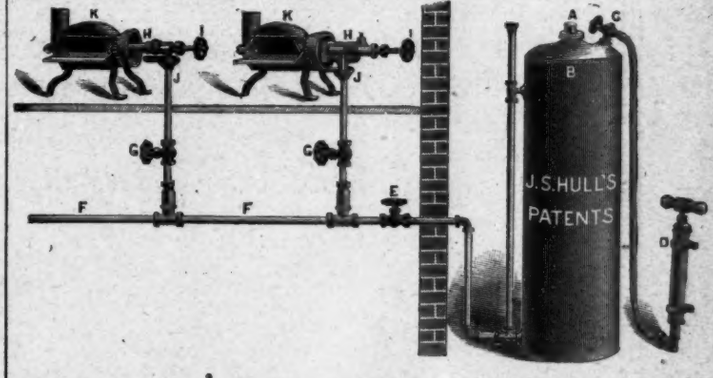

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PATENT GASOLINE BURNERS,

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Repairs Promptly Attended to.

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